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Agricultural Growth Program- Livestock Market Development

Expanding Livestock Markets for Smallholder Producers

SECOND QUARTER REPORT (OCTOBER-DECEMBER 2014)



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ACRONYMS

ADNS	Animal Disease Notification System
AEW	Agricultural Extension Worker
AGP	Agricultural Growth Program
AGP-LMD	Agricultural Growth Program-Livestock Market Development
AGP-AMDe	Agricultural Growth Program-Agribusiness and Market Development
AHA	Animal Health Assistant
AI	Artificial Insemination
ALPPIS	Addis Livestock Production and Productivity Improvement Service
AKLDP	Agricultural Knowledge, Learning and Documentation Project
ARARI	Amhara Regional Agricultural Research Institute
ATA	Agricultural Transformation Agency
B2B	Business-to-Business
BCC	Behavior Change Communication
CASCAPE	Capacity Building for Scaling up of Evidence-based Best Practices in Agricultural Production in Ethiopia
CAHW	Community Animal Health Worker
CDTF	Capacity Development Task Force
CIAFS	Capacity to Improve Agriculture and Food Security
CIG	Common Interest Group
CoP	Chief of Party
DA	Development Agent
DCoP	Deputy Chief of Party
ECCO	Ethiopia-Canada Cooperation Office
EDGET	Enhancing Dairy Sector Growth in Ethiopia
EM	Effective Microorganisms
EMDIDI	Ethiopian Milk and Dairy Industry Development Institution
EMMP	Environmental Mitigation and Monitoring Plan
EMPEA	Ethiopian Meat Producers and Exporters Association
ENGINE	Empowering New Generations in Improved Nutrition and Economic Opportunities
ERR	Environmental Review Report
ES	Economic Strengthening
FCU	Farmers' Cooperative Unions
FtF	Feed the Future
FTC	Farmers' Training Centers
GHP	Good Hygienic Practices
GRAD	Graduate Resilience to Achieve Sustainable Development
GTP	Growth and Transformation Plan
HACCP	Hazard Analysis and Critical Control Point
HDA	Health Development Army
HEW	Health Extension Worker

ICT	Information and Communications Technology
IEC	Information, Education, Communication
IICD	International Institution for Communication and Development
IFHP	Integrated Family Health Program
IMC	International Medical Corps
IR	Intermediate Result
IP	Implementing Partner
IYCF	Infant and Young Child Feeding
KAP	Knowledge, Attitude and Practice
LIDI	Leather Industry Development Institute
LITS	Livestock Identification and Traceability System
LIVES	Livestock and Irrigation Value Chains for Ethiopian Smallholders
LMD	Livestock Market Development
LMIS	Livestock Market Information System
LTTA	Long Term Technical Assistant
LVC/PPD	Livestock Value Chain Through Public Private Dialogue
LWG	Livestock Working Group
MFI	Micro-finance Institution
MoA	Ministry of Agriculture
MoH	Ministry of Health
MoI	Ministry of Industry
MoT	Ministry of Trade
MoU	Memorandum of Understanding
MLA	Meat and Live Animal
MSP	Multi-Stakeholder Platform
NAIC	National Artificial Insemination Center
NLMIS	National Livestock Market Information System
ORDA	Organization for Rehabilitation and Development in Amhara
PLW	Pregnant and Lactating Women
PLHIV	People Living with HIV
PLWHA	People Living With HIV/AIDS
PPP	Public-Private Partnership
PPVC	Pro-Poor Value Chain
PRIME	Pastoralist areas Resilience Improvement through Market Expansion
REST	Relief Society of Tigray
RFA	Request for Application
RFP	Request for Proposals
RLWG	Regional Livestock Working Group
SBC	Social Behavioral Change
SCG	Saving and Credit Group
SDCU	Selale Dairy Cooperatives Union
SNNPR	Southern Nations, Nationalities, and Peoples' Region
SOP	Standard Operational Procedures
SoW	Scope of Work
SPM	Selection, Planning and Management

STTA	Short Term Technical Assistant
SWOT	Strengths, Weaknesses, Opportunities and Threats
TAMPA	Tigray Agricultural Marketing Promotion Agency
TOR	Terms of Reference
ToT	Training of Trainers
USAID	United States Agency for International Development
VC	Value Chain
YSM	Young Stock Mortality

EXECUTIVE SUMMARY

This report describes AGP-LMD's quarter report for the period (Oct-Dec 2014) during which the project engaged was primarily engaged in implementation of activities focusing on grants, strengthened its catalytic and innovative support to the private sector, and built strong and productive engagement with government institutions for policy reform. In the reporting quarter, AGP-LMD has made considerable progress and achieved the following key results:

- AGP-LMD has facilitated exports valued at 9,686,240 USD for the volume of 1887 MT. The project has facilitated sales through participation in international and local trade fairs that have paved the way for numerous business deals. This translates into farm gate sales of 8,779,516 USD from an estimated 37,740 smallholder farmers.
- Over the past quarter, 717 (229 female) individuals have received USG supported short-term agricultural sector productivity training.
- AGP-LMD has facilitated access to finance for 3 medium enterprises valued at 1,179,487 USD.
- AGP-LMD issued two RFAs to solicit grant applications for the 5.5 million USD Innovative Grant Fund. The RFAs were open to private firms, entrepreneurs, cooperatives and associations focused on improving the productivity, competitiveness, and profitability within the target livestock value chains. From the 78 applications received for RFA#1, 18 final grantees started grant implementation during the reporting period and are working to improve farmers' access to feed, develop private artificial insemination services, expand farmers' access to milk and livestock markets, develop mobile banking services for livestock producers, and introduce independent milk testing services. AGP-LMD has also pre-selected 52 applicants from the 155 proposals it received in response to RFA#2.
- The project has also facilitated business to business meetings, and in this reporting period, 107 business deals have signed contractual agreements.
- 216 vulnerable GRAD households were linked to markets as a result of the project's assistance in its push pull effort.
- AGP-LMD conducted a dietary diversity campaign in 10 deep target woredas. The aim was to increase caretakers' awareness about the preparation of nutrient-rich foods (especially animal products) through the transmission of messages and cooking demonstrations. The campaign successfully reached 13,783 people (4542 female).

AGP-LMD is working with livestock VC stakeholders and key government institutions to address critical enabling environment issues affecting the VC. In the third year of its implementation, LMD continues to flag policy and institutional issues at different forums, such as livestock technical committees, VC working groups and Multi-Stakeholder Platforms (MSPs). The IR2 team is working to attain the targeted 12 policy, procedure and administrative changes required to create a more conducive environment for the optimal operation of the livestock value chain.

Based on the capacity needs assessment study conducted last year, agency-specific capacity development activities are jointly identified for implementation to enhance the capacities of the public sector. The purpose is to build and augment the capacity of public institutions in policy formulation, enforcing regulatory frameworks and providing adequate services. By introducing the policy and institutional reforms and triggering subsequent change in the sector, LMD will strive to be instrumental in bringing about a 20% reduction in the cost of doing business in the dairy, meat and live animal VC.

LMD is also collaborating very closely with Ministry of Agriculture in the popularization of the Livestock Master plan, developing and rolling out the Disease Notification System, in addition to the pilot it is implementing jointly with the Livestock State Ministry.

Overall, the third year of AGP-LMD implementation was a fulfilling and encouraging period mainly focusing on grant-driven activities. Most of the activities that were planned in the three IRs and related components have been achieved. As USAID's flagship project for the livestock sector, AGP-LMD has strengthened its role by being transformative, catalytic and facilitative.

PROGRAM OVERVIEW

USAID-Ethiopia's Agricultural Growth Program-Livestock Market Development (AGP-LMD) is a five year project implemented as part of the U.S. Government's Feed the Future (FTF) Initiative. This investment serves as part of USAID's contribution to the Government of Ethiopia's Agricultural Growth Program (AGP). The AGP's goal "to end poverty and enhance growth" aligns with FTF's goal to "sustainably reduce poverty and hunger." The Project aims to foster growth and reduce poverty through improving the productivity and competitiveness of selected livestock value chains: meat/live animals, dairy, and hides/skins. Project interventions are implemented in AGP targeted woredas of Tigray, Amhara, Oromiya and SNNPR. In implementing interventions, the Project uses and builds upon local organizations' experience and extensive professional and social networks throughout the four regions.

AGP-LMD is a **transformative initiative and a catalytic intervention** that supports the livestock sector in moving from infancy to maturity and sustainable competitiveness. By the end of the program, the value chains will have made significant progress in becoming stable and self-sustaining, with further scaling-up of business innovations by processors generating continued growth, actors effectively interacting with government through value chain and sector associations in a conducive regulatory framework, and businesses having access to professional financial and business service providers.

AGP-LMD's strategy is centered on facilitating the development of *value chain drivers* – critical value adding/marketing enterprises (lead firms) that understand the market's needs and preferences and **translate these targets into price incentives and improved supply chain services and linkages**. These market-linked enterprises serve as the link to smallholder livestock producers' participation in the agricultural economy and **pull through demand**, which results in expanded rural incomes, and ensures inclusive and commercially sustainable economic growth.

AGP-LMD employs a "**light touch**" approach by supporting local partners to lead interventions through existing cooperatives, associations, government agencies, and private firms to spur the growth of "productive Ethiopia". The light touch **ensures sustainability** of AGP-LMD successes. In addition to using local Ethiopian organizations and building their capacities, this approach is based on the extensive use of local consultancy firms to provide viable commercial services to value chain actors, particularly ones playing a major role in the demand segment of the value chains (processors, traders, retailers).

Using this approach, **AGP-LMD plays a facilitating role**, helping local firms develop commercial relationships with meat/live animal, dairy, and HSL stakeholders. At the producer level, this means working to build effective horizontal organizations that are sustainable, while providing new and needed services to smallholders. The light touch also means that the focus on **capacity-building of local enterprises, associations, and service providers** will be combined with the simultaneous building of the capacity of GOE entities such as the Ethiopian Meat and

Dairy Industries Development Institute, and the Ministry of Agriculture's livestock extension support system as well as the Live Animals Trade Directorate in Ministry of Trade.

AGP-LMD applies a holistic value chain development approach, which is reflected by the three Intermediate result areas and five project components:

IR1: Increase productivity and competitiveness of selected livestock value chains

- Component 1: Moving from analytics to strategy to learning
- Component 2: Improve the productivity and competitiveness of livestock value chains
- Component 3: Spur investment and innovation

IR2: Improve the enabling environment for livestock value chains

- Component 4: Improve the enabling environment of livestock value chains

IR3: Improve quality and diversity of household diet through intake of livestock products

- Component 5: Enhance the nutritional status of rural households.

Integrated into these components are the cross-cutting objectives of engaging people living with HIV/AIDS, gender equity, promotion of ICT solutions, environmental mitigation and natural resource management.

PERFORMANCE OF PROJECT INDICATORS

Table 1: Result Tracking Table.

Performance Indicator	Unit of Measurement	Value chain	Disaggregation	Baseline Value (USD)	Target 2015	Year 3 Quarter 1 results (July-Sep 2014)	Year 3 Quarter 2 results (Oct-Dec 2014)		
Value of incremental sales (collected at the farm level) attributed to project implementation	USD	Total baseline sales	Total baseline sales (USD)	2,756,028.54		-			
			Total reporting year sales		26,098,965	8,763,839	8,779,516		
	MT		Total Volume of sales (MT)		16,731		2,142	1,887	
	Number		Total Number of direct beneficiaries	41,396	290,380	131,790	37,740		
		Cattle (live)	Cattle (live)				-		
	USD		Baseline sales (USD)	109,800			-		
	MT		Reporting year sales		146,284				
	Number		Volume of sales (mt)	90	117				
	Number		Number of direct beneficiaries	360	390				
		Goats (live)	Goat (live)				-		
	USD		Baseline sales (USD)	1,718,133			-		
	MT		Reporting year sales		17,414,273	6,274,374	6,145,661		
	Number		Volume of sales (mt)	1145.422	10,125	1,414	1,321		
	Number		Number of direct beneficiaries	28635.55	202,492	91,925	26,418		
		Milk	Milk				-		
	USD		Baseline sales (USD)	191,752			-		
	MT		Reporting year sales		1,075,148	510,975			
	Number		Volume of sales (mt)	395	2,150.30	1,022			
	Number		Number of direct beneficiaries	128	716.77	341			
		Sheep (live)	Sheep (live)				1,363		
	USD		Baseline sales (USD)	736,344			-		
	MT		Reporting year sales		7,463,260	2,689,017	2,633,855		
	Number		Volume of sales (mt)	491	4,339	606	566		
	Number		Number of direct beneficiaries	12272.4	86,782	39,397	11,322		
		Camel (live)	Camel (live)				-		
	USD		Baseline sales (USD)				-		
	MT		Reporting year sales				(710,526)		
	Number		Volume of sales (mt)			(900)			
Number		Number of direct beneficiaries				-			
Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (4.5.2(7))-	Number	Type of individual	Type of individual (total)			16,320	3,980	717	
			Producer			13,056	2,486	174	
			People in government			816	(244)	173	
			People in private sector firms			2,122	1,386	364	
			People in civil society			326	352	6	
		Sex	Sex (total)				16,320	3,980	717
			Male				11,424	1,903	488
			Female				4,896	2,077	229

Performance Indicator	Unit of Measurement	Value chain	Disaggregation	Baseline Value (USD)	Target 2015	Year 3 Quarter 1	Year 3 Quarter 2
						results performance (July-Sep 2014)	results (Oct-Dec 2014)
Value of exports of targeted agricultural commodities as a result of USG assistance (for bilateral missions)(4.5.2(36))	USD	Total value and volume of export	Total Value of export (in USD)		52,633,700	9,515,038	9,686,240
	MT		Total Volume of Export (MT)		18,598	1,121	1,887
		Cattle (Beef)	Cattle (Beef) total		14,400,000	-	-
			Regional		5,760,000	-	-
	USD		Value of exports (in USD)		5,760,000	-	-
	MT		Volume of exports (MT)		3,600	-	-
			Outside of region		8,640,000	-	-
	USD		Value of exports (in USD)	925,268	8,640,000	-	-
	MT		Volume of exports (MT)	267	5,400	-	-
			Disaggregates Not Available			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
		Cattle (live)	Cattle (live)		9,870,500	-	-
			Regional		987,050	-	-
	USD		Value of exports (in USD)		987,050	-	-
	MT		Volume of exports (MT)		454	-	-
			Outside of region		8,883,450	-	-
	USD		Value of exports (in USD)		8,883,450	-	-
	MT		Volume of exports (MT)		4,082	-	-
			Disaggregates Not Available			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
		Goat (meat)	Goat (meat)		18,859,500	7,307,326	6,780,368
			Regional			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
			Outside of region		18,859,500	7,307,326	6,780,368
	USD		Value of exports (in USD)	11,751,093	18,859,500	7,307,326	6,780,368
	MT		Volume of exports (MT)	332	3,429	1,415	1,321
			Disaggregates Not Available			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
		Goat (live)	Goat (live)			-	-
			Regional			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
			Outside of region			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
			Disaggregates Not Available			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
		Sheep (lamb/mutton)	Sheep (lamb/mutton)		8,167,500		2,905,872
			Regional			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
			Outside of region		8,167,500		2,905,872
	USD		Value of exports (in USD)	5,041,624	8,167,500		2,905,872
	MT		Volume of exports (MT)	142	1,485		566
			Disaggregates Not Available			-	-
	USD		Value of exports (in USD)			-	-
	MT		Volume of exports (MT)			-	-
		Sheep (live)	Sheep (live)		1,336,200		
			Regional		133,620		
	USD		Value of exports (in USD)		133,620		
	MT		Volume of exports (MT)		89		
			Outside of region		1,202,580		
	USD		Value of exports (in USD)		1,202,580		
	MT		Volume of exports (MT)		59		
			Disaggregates Not Available				
USD	Value of exports (in USD)						
MT	Volume of exports (MT)						
	Live Camel	Camel (live)					
		Regional					
USD		Value of exports (in USD)					
MT		Volume of exports (MT)					
		Outside of region					
USD		Value of exports (in USD)					
MT		Volume of exports (MT)					
		Disaggregates Not Available					
USD		Value of exports (in USD)					
MT		Volume of exports (MT)					

Performance Indicator	Unit of Measurement	Value chain	Disaggregation	Baseline Value (USD)	Target 2015	Year 3 Quarter 1 results (July-Sep 2014)	Year 3 Quarter 2 results (Oct-Dec 2014)
Number of supply contractual agreement signed by firms /organizations along the value chain as a result of the Project assistance (Yohannes and Tebeje and regional Coordinators)	Number	MLA		0	52	188	
		Dairy			50	53	
		Total			102	241	107
Number of vulnerable households linked to market as a result of the project assistance.	Number	Types of People	PSNP Graduates	Total	900	-	-
				Male	630	-	-
				Female	270	-	-
			PRIME beneficiaries	Total	2,100	1,500	-
				Male	1,470	-	-
				Female	630	-	-
			PLWHA	Total	1,500	-	-
				Male	600	-	-
				Female	900	-	-
			GRAD	Total	4,500	(1,500)	216
				Male	2,700	-	-
				Female	1,800	-	-
Number of MSMEs receiving USG assistance to access loan(4.5.2(30))	Number	Size of MSME	Size of MSME (total)	11	-	-	
			Micro	4	-	-	
			Small	4	-	-	
			Medium	3	-	3	
			Disaggregates Not Available	-	-	-	
		Sex of owner	Sex of owner (total)	11	-	-	
			Male	7	-	2	
			Female	4	-	1	
			Joint	-	-	-	
Value of agricultural and rural loans	USD	Type of loan recipient	Type of loan recipient (total)	7,987,630	89,474	1,179,487	
			Producers	1,996,908	-	-	
			Local traders/assemblers	1,198,145	-	-	
			Wholesalers/processors	4,792,578	89,474	1,179,487	
			Others	-	-	-	
			Disaggregates Not Available	-	-	-	
		Sex of recipient	Sex of recipient (total)	7,987,630	89,474	1,179,487	
			Male	5,591,341	89,474	1,025,641	
			Female	2,396,289	-	153,846	
			Joint	-	-	-	
Number of firms receiving USG assistance to invest in improved technologies	Number	Value Chain	MLA	NA	15	-	2
			Dairy		8	-	1
Number of children under five reached by Project-supported nutrition programs	Number	Male		0	6,615	4,181	1,488
		Female			6,615	4,245	1,544
		Total			13,230	8,426	3,032
Number of people trained in child health and nutrition through Project-supported programs	Number	Male		NA	7,712	1,378	9,241
		Female			3,448	1,055	4,542
		Total			11,160	2,631	13,783

Value of incremental sales (collected at the farm level) attributed to project implementation: AGP-LMD facilitated exports valued at 9,686,240 USD for the volume of 1887 MT. The project facilitated mainly the sales of goat and sheep meat through participation in international and local trade fairs that have paved the way for numerous business deals. This translates into farm gate sales of 8,779,516 USD from an estimated 37,740 smallholder farmers. Compared to the

2015 target, the project is ahead of target for the sheep and goat meat but the cattle exports (live and beef) have not generated results in this year yet.

Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (4.5.2(7)) : Over the past quarter, 717 (32% female) individuals received USG supported short-term agricultural sector productivity training. 50% of these individuals are people working in private enterprises (middle of the value chain actors). The number is significantly lower in this quarter compared to the first quarter of the year due to the emphasis on grants development and implementation. Now that several grants are under implementation, increasingly related training activities will be organized.

Number of MSMEs receiving USG assistance to access loan (4.5.2(30): AGP-LMD facilitated access to finance for 3 medium sized enterprises valued at 1,179,487 USD.

Number of supply contractual agreement signed by firms /organizations along the value chain as a result of the Project assistance: The project facilitated several business to business meetings, and in this reporting period, 107 business deals have signed contractual agreements.

Number of vulnerable households linked to market as a result of the project assistance: 216 vulnerable households from GRAD targeted woredas were linked to markets as a result of the project's assistance in its push-pull effort.

Number of people trained in child health and nutrition through Project-supported programs AGP-LMD conducted a dietary diversity campaign in 10 deep target woredas. The aim was to increase caretakers' awareness about the preparation of nutrient-rich foods (especially animal products) through the transmission of messages and cooking demonstrations. The campaign successfully reached 13,783 people (4542 female).

COMPONENT 1: MOVING FROM ANALYTICS TO STRATEGY TO LEARNING

Quarterly AGP-LMD and consortium partners learning days (Activity 1.1.1.1)

Due to the ongoing contracting process between LMD and the Implementing Partners, the quarterly learning days were not organised in this quarter. With the contracting process ending in December, LMD will organise an exchange visit (Activity 1.1.1.2) and the quarterly learning days in February 2015.

Organize Monthly AGP-LMD Coordination Day (Activity 1.1.1.4)

The AGP-LMD coordination days were organised on a monthly basis. Representatives of the different IP's, the regional LMD staff and the LMD Addis Office technical staff met for two days to discuss progress, share experiences, coordinate and plan the activities for the upcoming three months. During these two days, the agenda focused on analyzing the M&E unit's results measurement outcome up to September 2014. Technical staff and the M&E unit verified the reported results and analyzed under and over achievements compared to annual targets.

Quarterly community of practice learning meetings and documented lessons learned or good practices (Activity 1.1.1.5).

The monthly coordination meetings provide opportunities to share experiences and information between different staff from LMD and IPs. However, this has not yet led to documented lessons learned and good practices described. In order to better facilitate the learning process, LMD has proposed the recruitment of a Learning, Communications and M&E Director. This process is almost finalized and with the Director in place soon, this activity will get more attention.

Quarterly innovations support team monitoring meetings with a learning agenda (Activity 1.1.2.1)

This activity was explicitly designed to capture the learning from the grants implementation by focusing once a quarter not only on the implementation process but to capture the lessons learned from the grants implementation. Grants implementation has made significant progress during this quarter, so that it is at a stage now where LMD can start capturing the lessons learned from the innovations. To facilitate the learning process, LMD has proposed the recruitment of a Learning, Communications and M&E Director. This process is almost finalized and the Director will soon be in place and with the progress made with the implementation of grants, this activity will get more emphasis.

Define and document lessons learned and good practices for reports, newsletters (Activity 1.1.2.2)

AGP-LMD produced one article in the past quarter as an input to USAID's LEO project on the experiences with the push-pull approach. The article is reviewed by the LEO project and comments were received in January 2015. LMD will continue working on the article.

Presentations made in conferences, seminars (Activity 1.1.3.2).

AGP-LMD presented the annual report and Yr3 annual plan at the AGP Steering Committee meeting in October. The Yr3 annual plan was approved by the steering committee. AGP-LMD presented at the Economics Association of Ethiopia's annual conference as well. During the National Livestock Technical Working Group meeting, LMD presented the conclusions of the PPP for Livestock Infrastructure Management. This has triggered a discussion with relevant government officials about the possibilities of PPP for the management of livestock infrastructure like markets and quarantine stations. During the quarter LMD presented twice at USAID FTF meetings about the project.

Share good practices and lessons learned via quarterly AGP-LMD newsletter (Activity 1.1.3.3).

LMD has not yet managed to produce the AGP-LMD newsletter. To facilitate the development of the quarterly newsletter, LMD has proposed the recruitment of a Learning, Communication and M&E Director. This process is almost finalized, and with the director soon in place the first newsletter is expected to be produced in the upcoming quarter.

Annual performance reviews (Activity 1.1.4.1).

The annual performance of 15 LMD staff members (13 M, 2 F) was reviewed during the reporting quarter. The reviews results were from satisfactory to excellent.

AGP-LMD staff annual development plan and the implementation of the plan (Activity 1.1.4.2 and 1.1.4.3).

LMD undertook staff development activities due to gaps in the teams' capacity. An international consultant gave a two-day environmental compliance and reporting training in October, 2014. The training was for non-environment project staffs that are responsible for the collection of environment related information from grantees' sites. In total, 16 staff members attended the training. The M&E team, which is rather new to the project, received training on LMD's M&E system and the use of LMD M&E tools.

COMPONENT 2: IMPROVE THE PRODUCTIVITY AND COMPETITIVENESS OF LIVESTOCK VALUE CHAINS

IR1 Strategy 1: LINK VALUE CHAIN ACTORS TO INPUT AND SERVICE PROVIDERS

Business-to-business meetings (Activity 1.2.1.1)

During the second quarter, AGP-LMD identified additional input suppliers and service providers through business-to-business (B2B) meetings held in Oromiya, SNNPR and Tigray. These input suppliers included representatives from several industries, including livestock feed, animal health, artificial insemination, dairy processing equipment, farming equipment (choppers and feed mixers), and effective microorganism (EM) technologies for solid and liquid waste treatment and sewage system control.

A total of 167 participants (54 female) attended the B2B meetings: 62 in Oromiya (16 female), 52 in SNNPR (23 female) and 53 in Tigray (15 female). Participants included input suppliers and service providers (Abay Feed, ALPPIS, Brazemart, GASCO, Fares Dairy Industry, Abreham Metalwork, Bejai Ethiopia Industries and Engineering Solutions, BK Additives and Gobe Ranch) and processors (PRIME Meat, Zelalem Moges Abattoir, Almi Milk Processor, etc.), as well as feedlot operators, local butchers, dairy farmers, dairy farm owners, dairy product distributors and governmental officials. These B2B meetings successfully linked producers and input suppliers and paved the way for new business transaction agreements. A total of 48 business deals were made in Oromiya, 38 in SNNPR and 15 in Tigray.



Figure 1: Input supplier displayed to B2B participants



Figure 2: Producer and input supplier making a deal in SNNPR

Survey of Input Suppliers (Activity 1.2.1.3).

During the reporting quarter, AGP-LMD also completed a survey of input suppliers. Seventy potential input suppliers were identified for possible inclusion in the input supplier directory, along with 80 businesses previously identified. The data on these input suppliers was collected and readied for printing. The input supplier profile will be finalized and distributed to regions in the next quarter.

IR1 Strategy 2: ESTABLISH AND STRENGTHEN INPUT SUPPLIERS AND SERVICE PROVIDERS

Implementation of grants for input suppliers (Activity 1.2.2.4).

During the second quarter, considerable progress was made on the implementation of grants for input suppliers. In December, USAID's AGP-LMD Project held a ribbon-cutting ceremony at Anno in the presence of the Minister of the Ethiopian Livestock Resources Development Sector and the acting USAID Mission Director to open a livestock feed manufacturing facility. The facility was financed through a USAID grant to Ethio-Feed PLC. The four machineries inaugurated (chopper, miller, mixer and mineral nutrient block maker) are serving Anno agro-industry and surrounding farmers by producing compound feed. The feed ingredients come from agricultural by-products that are readily available. A shortage of affordable and nutritious feed has been a major constraint for livestock farmers in the areas, which is what led Ethio-Feed PLC to focus on the development of new feeds from agricultural by-products and other ingredients previously considered as waste. The manufacturing equipment provided to Ethio-Feed created easy access to affordable and nutritious livestock feed for over 350 dairy farmers and feedlot operators in the Bako, Sire and Anno districts of Oromiya Region.

Also in this reporting quarter, AGP-LMD evaluated S&S Slaughterhouse's matching fund documents and initiated the procurement process for a cooling truck and slaughterhouse equipment as defined in the grants agreement. LMD supported S&S in the design of their slaughterhouse and in the process of selecting the construction company. Additionally, S&S finished the land clearing and basement preparation for building the local slaughterhouse. A cold truck and machinery are being assessed for purchase.

Prepare training modules and training materials in local languages (Activity 1.2.2.1).

During the reporting quarter, two training modules and the corresponding training materials were prepared in local languages. These materials will be used to train input and service providers.

Refresher Training (Activity 1.2.2.2.3).

To improve the technical and management skills of community animal health workers (CAHWs), AGP-LMD conducted a refresher training course in SNNPR during the reporting quarter. Seventy CAHWs (11 female) from SNNPR attended the five-day training. The training can also help to improve the service provision and input supply skills of the participants. During the training, the trainees indicated that they are very much committed to providing proper services to livestock producers.



Figure 3: Nejat (CAHW) castrating a bull



Figure 4: Zemen (CAHW) is injecting a calf

Artificial Inseminators (Activity 1.2.2.2.3).

Artificial Insemination (AI) training modules and materials were also reviewed during the reporting quarter and are now being translated into local languages. It was observed that most AI technicians have no manuals, and if available, they are in Amharic and English only. To fill the gap, AGP-LMD will publish AI training modules in three languages (Amharic, Oromifa and Tigreña). This training material will be used as a reference guide to AI technicians.

AGP-LMD conducted a seven-day refresher training for 30 AI technicians (one female) in Holeta, Oromiya. The training, which included both theoretical and practical training, was held at a commercial dairy farm that belongs to the National Artificial Insemination Centre (NAIC). The training upgraded AI technicians' knowledge, particularly on pregnancy diagnosis and overall perfection of AI service provision. The AI curriculum was designed to provide refresher training every other year; however, due to government budget limitations, the training was not given. Accordingly, AGP-LMD filled this gap.

1.2.2.4 Financial assistance to input suppliers & service providers measured as milestones met within grant agreements (Business planning, BSP, Loan & Equity access addressed in S10).

Addis Livestock Production and Productivity Improvement Service (ALPPIS) is one of the grantees that are performing well in genetic improvement services. As its milestone, ALPPIS imported 6,300 doses of semen (300 doses of HF sexed semen, 4,000 doses of HF conventional semen, and 2,000 doses of Jersey conventional semen) from World Wide Sires in the U.S. The 6,300 doses were received on November 20, 2014. An additional 1,500 doses of HF semen have been requested from Israel. The newly imported genetic materials will be distributed in the next quarter. It is expected that the imported semen will tremendously improve the current low productivity of cows. As the only private firm engaged in livestock genetic improvement, ALPPIS has organized various trainings, workshops and seminars on genetic improvement for a total of 379 producers (99 female).

Table 4: Work plan progress monitoring table IR1, Strategy 2: Establish and strengthen input suppliers and service providers.

Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)																		
			M	F	Total			J	A	S	Q1 Target	O	N	D	Q2 Target	J	F	M	Q3 Target	A	M	J	Q4 Target	M	F	Total	M	F	Total												
			1.2.2 Strengthen Input Suppliers and Service Providers																																						
1.2.2.1 Prepare training modules and training materials (from previous and new S2 technical and business trainings) in local languages	NA	# modules	na	na	2	Ongoing	2 training modules have been prepared so far				0				4													na	na	3	na	na	4								
1.2.2.2 Develop new input supply and service providers and strengthen existing providers through training & technical assistance (Private, Public or Cooperative)																																									
1.2.2.2.1 Compound Feed Producers (for Grantees Only)		# enterprises				Postponed	Planned for next quarter. Is dependent on progress made with grants implementation							TBD																	na	na	TBD								
1.2.2.2 Animal Health Providers																																									
1.2.2.2.1 Private AHAs and Veterinarians (for Grantees Only)		# enterprises	41	8	49	Completed																									na	na	TBD								
1.2.2.2.2 Public AHAs		# trainees	64	27	91	Completed								50																	64	27	91	na	na	50					
1.2.2.2.3 Community Animal Health Workers (support previously trained CAHWS via refreshment training & TA)		# enterprises	59	11	70	Completed								60																	73	36	109	na	na	120					
1.2.2.3 Artificial Inseminators																																									
1.2.2.3.1 Private technicians (new training) (for Grantees only)		# technicians																															TBD	TBD	TBD						
1.2.2.3.2 Public technicians (technical refresher)		# technicians	29	1	30	Completed							30																		30	1	31	20	10	30					
1.2.2.3.4 Private Abattoirs/Slaughter Services (local abattoirs that provide slaughter service)		# enterprises																															10		10	na	na	20			
1.2.2.3 Conduct follow-up (coaching & other assistance) with private input enterprises (via trainers, staff, associations or consultants) (for Grantees only)		# enterprises	na	na		Ongoing	Related to grants implementation				0				TBD																					na	na	TBD			
1.2.2.4 Financial assistance to input suppliers & service providers measured as milestones met within grant agreements (Business planning, BSP, Loan & Equity access addressed in S10)		# milestones met	na	na	1	Ongoing	Semen has been Given to ALLPIS according to their milestones							TBD																						na	na	1	na	na	1

IR1 Strategy 3: IMPROVE LIVESTOCK MANAGEMENT

Conduct needs-based training (Activity 1.2.3.2.2)

During the second quarter, AGP-LMD provided training on dairy cattle management and clean milk production for 69 producers (26 female) from Tigray region. The training took place in collaboration with TMMF Milk processing plant, a cooperative. The trainees received both theoretical and practical training. The practical training included a demonstration at a dairy farm as to what dairy management looks like, as well as demonstrations of urea molasses block making, silage making and straw urea treatment. The theoretical training included instruction on clean milk production, and a visit to Mekelle milk processing plant, where trainees were able to observe the activities of the plant in detail, from milk reception to milk processing to distribution of processed dairy products. The aim of this training was to improve the quality of the milk produced, so that the milk rejection rate will be minimized and the quality of the processed milk will be improved. At the same time, milk wastage will be reduced and the income of milk producers will increase.

Provide TA in the form of field days (Activity 1.2.3.2.3)

AGP-LMD organized a field day event in SNNPR focused on the dairy value chain. The objective of the field day was to share basic information with selected dairy farms about mastitis, EM technology and good dairy husbandry practices. There were 65 participants (23 female), mainly dairy producers from different areas of SNNPR. Participants saw a demonstration of a clinical mastitis test (CMT), learned about the impact of EM technology on dairy farming and feeding, and practiced treating wheat bran and crop residue (teff straw) using EM. They also visited Abernash dairy farm to observe good practices, such as cows exercising, the use of hay racks, and watering and feeding troughs. Most of the participants showed interest in adopting EM technology; at the event, 18 producers ordered a total of 670 liters of EM and 445 liters of molasses directly from the company. It was observed that there was no EM supplier in the region, and a number of farmers showed interest in becoming franchised EM dealers.

Provide new/refresher training to new and previously trained ToTs (Activity 1.2.3.2.1)

AGP-LMD conducted a five-day Training of Trainers (ToT) on shoat management in collaboration with the Tigray Bureau of Agriculture (particularly with the Livestock Process owner). There were 15 trainees (4 women) from eight different woredas. An attempt was made to include woredas that currently supply sheep and goats to Abergelle Meat Export Abattoir, which is a potential grantee. All of the participants had a first degree (BSc) in either Animal Science or Veterinary Medicine. The training was participatory, and participants worked in groups for certain activities, such as enterprise budgeting, partial budget analysis and cost-benefit ratio analysis. Each of the group had time to make presentations, followed by question-and-answer sessions. Practical sessions included a visit to a private sheep fattener, a visit to Abergelle Export Abattoir and a video show on aspects of management, such as body condition scoring, bag silage making, and care and management of young stock (lambs and kids).

Table 4: Work plan progress monitoring table IR1, Strategy 3: Improve livestock management.

Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)							
			M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total	
			1.2.3 Improve Livestock Management																											
1.2.3.1 Prepare training modules and farmer-focused training aides (topic-specific bulletins) from previous and new S3 technical and business trainings) in local languages	MLA	# modules	na	na	1	Ongoing						0			2					0				0	na	na	1	na	na	2
	Dairy								0				2				0									0				na
1.2.3.2 Conduct livestock management training and TA to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Feedlots, etc.																														
1.2.3.2.1 Provide new/refresher training to new & previously trained ToTs (including forage seed and forage production, and other topics)	MLA	# trainees	11	4	15	Ongoing	ToT training on Shoats management given in Tigray					0			40					0				0	11	4	15	56	24	40
	Dairy	# trainees	0	0	0	Ongoing						0			40						0				0				56	24
1.2.3.2.2 Conduct need based training to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Feed Lot Operators, Commercial Dairy Farm Operators, and Technical Farm Advisors. Trainees MUST either be a grant recipient, supply raw materials to a grant recipient, or purchase products from a grant recipient. The grantee impacted MUST be identified in each training deliverable report, and/or pre-approval can be obtained from LMD.	MLA	# trainees	22	12	34	Ongoing	AGP-LMD conduct dairy management training in Tigray, and conducted first field day in SNNPR								500								500	59	100	159	1000	500	1500	
	Dairy	# trainees	23	12	35	Ongoing										500								500	23	12	35	1000	500	1500
1.2.3.2.3 Provide TA in the form of field days and other short-term assistance to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Feed Lot Operators, Commercial Dairy Farm Operators, and Technical Farm Advisors. Trainees MUST either be a grant recipient, supply raw materials to a grant recipient, or purchase products from a grant recipient. The grantee impacted MUST be identified in each training deliverable report, and/or pre-approval can be obtained from LMD.	MLA	# participants	0	0	0	Ongoing									500								500				1000	500	1500	
	Dairy	# participants	42	23	65	Ongoing										500								500	32	23	65	1000	500	1500
1.2.3.3 Conduct in-country study tours for selected FBO/ Cooperatives, CIGS, Producer Groups, DAs, Feed Lot Operators, Commercial Dairy Farm Operators, and others trained in strategy 3 (2 - In-Region, 2-Out of Region) Participants MUST either be a grant recipient, supply raw materials to a grant recipient, or purchase products from a grant recipient. The grantee impacted MUST be identified in each training deliverable report, and/or pre-approval can be obtained from LMD.	MLA	# tours																					4				NA	NA	8	
	Dairy																								4				NA	NA
1.2.3.4. Special initiative for commercial (private) ranching																														
1.2.3.4.1 Provide TA/training on breeding strategies, reproductive technologies, pasture/feed management, etc	MLA	# enterprises				Ongoing	Data collection from existing ranches is ongoing								7													na	na	7
1.2.3.4.2 Provide TA/training on marketing, business operations and outgrower management for ranching	MLA	# enterprises				Ongoing	Data collection from existing ranches is ongoing								7													NA	NA	7
1.2.3.5 Produce audiovisual materials on selected topics in livestock management (examples: prevention of mastitis, feeding for high production, control of skin diseases etc...)	MLA	# people reached				Postponed									1000												1400	600	2000	
	Dairy						Postponed									1000											1400	600	2000	

IR1 Strategy 4: IMPROVE POST-PRODUCTION RELATIONSHIPS, EFFICIENCIES, AND QUALITY

Support the introduction and expansion of quality-based payment systems for raw material suppliers (Activity 1.2.4.2)

During the reporting quarter, three milk-processing companies introduced quality-based payment systems based on milk density measurements and alcohol tests. Almi Fresh Milk & Processing Factory is now paying by milk density (9.25 Birr for a density of 1.025-1.027 and 10 Birr for a density of 1.028-1.030). Nuredin Hassan Agro-Industry pays 11 birr for a density of 1.030. Life Agro-Industry PLC implemented a quality-based payment using a 72% alcohol test.

In addition, AGP-LMD received a request from the Ethiopian Meat Producers and Exporters Association (EMPEA) to implement a carcass-based payment system for export abattoirs in order to maintain the quality of export carcasses. AGP-LMD, in collaboration with the MoA, will organize a workshop in the coming months to agree on the modality of implementing this quality-based payment system.

Mentor/coach coops (Activity 1.2.4.3.5)

Based on the baseline assessment and the Strengths, Weaknesses, Opportunities and Threats (SWOT) analysis results, a cooperative coaching plan was done for 14 cooperatives (11 are grantee coops) in Amhara, Oromiya and SNNPR. This coaching operation plan has been developed to help the target cooperatives to enhance their productivity and competitiveness during the implementation process of the grant.

Best practices study tour (Activity 1.2.4.4)

An experience- and knowledge-sharing workshop was held for 26 cooperative leaders from 13 dairy coops and unions and 10 cooperative promotion experts from four regions (Amhara, Tigray, Oromiya and SNNPR). At the workshop, dairy farmers from Selale and Ada dairy cooperatives told the audience that they are now using mastitis test kits, which they learned about at the Kenya learning event. Workshop participants also visited the Selale Dairy Cooperatives Union's (SDCU's) newly built milk processing plant.

Table 5: Work plan progress monitoring table IR1, Strategy 4: Improve post-production relationships, efficiencies and quality.

Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)											
			M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total					
1.2.4 Improve Post-production Relationships, Efficiencies and Quality																																		
1.2.4.1 Provide technical and other support for the development of previously studied embedded services (feed, AI, health, transport, etc.) & out grower services. Can also include new types of embedded services as needed (transport, inputs, credit, business HUB).	MLA	# businesses	na	na	4	Completed	One live animal exporter (Abaki trading) and 3 abattoirs (Lama, Organic and Modjo Modern) have agreed to deliver animal health and transportation as embedded services.				1				2						4						3	na	na	4	na	na	10	
	Dairy	# businesses				Postponed	Depends on grants implementation				1				7						5						2				na	na	15	
1.2.4.2 Support the introduction and expansion of quality-based payment systems for raw material suppliers (via analysis & farmer training)	MLA	# businesses	na	na	1	Ongoing	Carcass based payment system				0				1						0						0	na	na	1	na	na	2	
	Dairy	# businesses	na	na	3						2				2						4						2	na	na	3	na	na	10	
1.2.4.3 Support aggregators and traders to serve as effective marketing agents for producers																																		
1.2.4.3.1 Conduct training on marketing and product handling (ICT solutions to be integrated as appropriate)	Dairy	# businesses																			20						0				na	na	20	
1.2.4.3.2 Conduct training for milk collection & dairy processing equipment operation and maintenance (focus is to develop a cadre of skilled equipment repair people for coops and others with smallscale dairy collection & processing equipment)	Dairy	# trained				Postponed	Depends on grants implementation								40						0						0				na	na	40	
1.2.4.3.4 Financial assistance to businesses/coops that aggregate products - measured as milestones met within grant agreements (Business planning, BSP, Loan & Equity access addressed in S10)	MLA	# milestones met									0			0							0						0				na	na	10	
	Dairy										0				0							0						0				na	na	4
1.2.4.3.5 Mentor/Coach Coops (primarily grantees) (coaching will cover strategy 4 & 7 training)	MLA	# coops	na	na	3	Completed	The Cooperative Coaching plan is completed for Amhara, Oromia and SNNP regions for 14 cooperatives (11 are grantees)				0				0						4						8				4	na	na	12
	Dairy	# coops	na	na	11						4				8						8						3				23	na	na	23
1.2.4.4 Coop best practices study tour (East Africa Coop group via LOL) (Intl trip #2 to Kenya)	Dairy	# trips				Cancelled					1																				na	na	1	
1.2.4.5 Special initiative for livestock auction development (via training & TA) (1 per region)	MLA	# auctions									0				0						2						2				na	na	4	

IR1 Strategy 5: IMPROVE THE NUMBER, QUALITY AND FUNCTIONALITY OF BUSINESSES IN THE MIDDLE OF THE VALUE CHAIN

During the second quarter, AGP-LMD linked feedlot operators in and around Hawassa with domestic abattoirs such as Zelalem Moges and PRIME Meat, resulting in sales of 52 heads of cattle with a total value of 370,000 ETB.

Conduct customized TA, including introducing new technology, equipment operation, by-product development, etc. (Activity 1.2.5.2).

AGP-LMD also supported export and domestic abattoirs in identifying opportunities in the commercialization of by-products. Thirty-two participants (6 female) attended a theoretical and practical training, where international experiences on by-product utilization and profit maximization were shared. The participants learned how to maximize profits by commercializing internal offal, such as red and green offal, and external by-products, such as horns and hoofs.



Figure 6 & 7: Practical training on casein making at Alana offal processing company

In addition, AGP-LMD, along with the MoA and the Ethiopian Milk and Dairy Industry Development Institution (EMDIDI), conducted training on meat hygiene for two newly established abattoirs, Halal Foods PLC and Abyssinia Export Abattoirs. A three-day training on meat hygiene, Good Hygienic Practices (GHP), Standard Operational Procedures (SOP) and personal hygiene was given for 69 employees (18 female) of Halal Foods and 77 workers (19 female) of Abyssinia Export Abattoirs.

Table 6: Work plan progress monitoring table IR1, Strategy 5: Improve post-production relationships, efficiencies and quality.

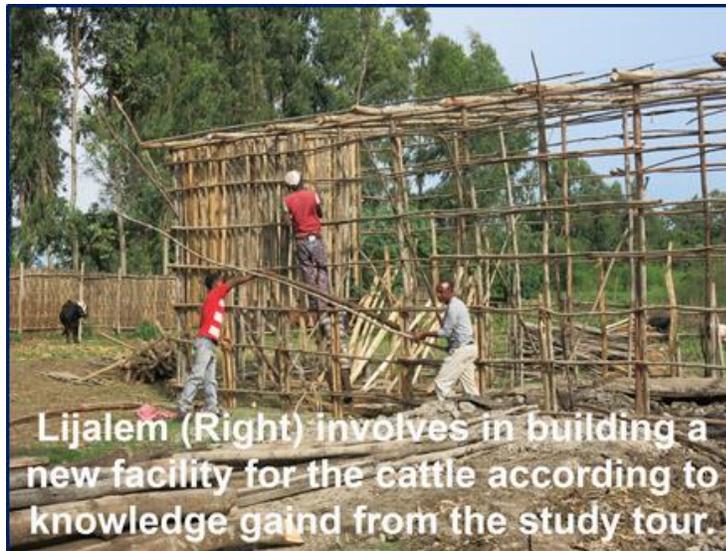
Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)										
			M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total				
1.2.5 Improve Number, Quality and Functionality of Businesses in the Middle of the VC																																	
1.2.5.1 Conduct customized business management training (advertising, market development, financial management, etc.) (For Dairy - businesses will be grant recipients, for MLA - business will include, but not be limited to grant recipients)	MLA	# businesses	na	na	2	Ongoing	Training provided to Haki and Abyssinia abattoirs				0					10						0					10			2	na	na	20
	Dairy					Ongoing											TBD							0					TBD				na
1.2.5.2 Conduct customized TA including introducing new technology (technical skills, packaging, value addition, SOP, quality standard familiarization training, etc), equipment operation, set-up and maintenance, by-product development, etc. (For Dairy - businesses will be grant recipients, for MLA - business will include, but not be limited to grant recipients)	MLA	# businesses	0	0	10	Ongoing	32 participants from 10 abattoirs (7 export and 3 domestic) received training.				7					6										0			10	na	na	20	
	Dairy					Ongoing	Support to grantees is ongoing									TBD											0			16	na	na	TBD
1.2.5.3 Financial assistance to businesses - measured as milestones met within grant agreements (Business planning, BSP, Loan & Equity access addressed in S10)	MLA	# milestones met				Ongoing	Procurement of equipment ongoing				0					0										0				na	na	TBD	
	Dairy					Ongoing	Procurement of equipment ongoing				0					0											0				na	na	TBD
1.2.5.4 Organize and conduct international study tours (MLA trip is int'l trip #1 to namibia)	MLA	# of tours				Cancelled					1					0									0				na	na	1		
1.2.5.5 Support businesses to become certified for quality assurances (HACCP and ISO)(For Dairy - businesses will be grant recipients, for MLA - business will include, but not be limited to grant recipients)	MLA	# businesses	na	na	1	Ongoing	ongoing/ supporting grantees for quality assurance certifications				0					5									0			1	na	na	5		
	Dairy					Ongoing					0					TBD										TBD				na	na	TBD	

New Linkages to Meat Processors Result in Revival of LSG Cattle Fattening

Lijalem Tilahun is the founder and manager of LSG Cattle Fattening in Hawassa, SNNPR. The young businessman, born and raised in Menaric district of the same region, earned his first degree in Agriculture Extension and worked for the MoA in the district for a few years. Lijalem started his own business about three years ago, in order to earn more to support his parents, who do not have sufficient income, and his younger brothers, whom he educates. He began with a 50,000 Birr loan from Oromiya Loan and Saving Enterprise. However, the lack of a sustained market for supplying live animals was a challenge. As he explains, “Within the district where I do the fattening, the market is seasonal as there are times like the fasting seasons when the demand for meat is very low. Use of brokers to find markets became costly. Meanwhile, the deadline for paying back the loan got closer and my only option was to close the business.”

About a year ago, Lijalem began working with USAID’s AGP-LMD Project. Lijalem views this as a turning point. “I participated in cattle fattening training and in the country study tour organized by AGP-LMD. The training helped me to improve management, and the study tour linked the business to markets in Debre Zeit in Oromiya region. As a result of the sales in Debre Zeit, I paid back my 50,000 Birr loan and kept the business going.” Due to the improvement in his business’s performance, including better facilities with more capacity, the loan and saving enterprise lent Lijalem 200,000 Birr more. Within the last five months, his business has delivered over 400,000 Birr worth of live animals to PRIME Meat processors and Zelalem Moges slaughterhouse in Debre Zeit. Lijalem estimates his net profit within the last year at around 700,000 Birr.

Goshu Leta, manager of PRIME Meat, says that being linked to Lijalem’s business was a timely action with immense opportunity, as PRIME is currently in the process of shifting from pork to beef processing. “PRIME used to purchase live animals from some cattle breeders in Debre Zeit and Addis. The supply was more expensive and not consistent. Besides, it took more of our time, as we had to travel and check the live animals before purchasing. There were times when we got linked to suppliers through brokers and this was costly.”



Lijalem (Right) involves in building a new facility for the cattle according to knowledge gained from the study tour.

IR1 Strategy 6: MARKET EXPANSION – INTERNATIONAL AND DOMESTIC

Develop and promote the Ethiopia brand for MLA (Activity 1.2.6.5).

AGP-LMD hired an international consultant from Hamman Marketing Associates, together with local designer Cactus Designers PLC, to work on the development of Ethiopian Meat and Live Animals (MLA) logo and brand development. AGP-LMD organized a one-day workshop to discuss logo and brand development with relevant stakeholders and came up with four possible options, one of which will be approved by the MoA.



Figure 8: Proposed logo and brand options for Ethiopian MLA

AGP-LMD is working closely with Abergelle Export Abattoirs and gave technical advice for the deals made between Mekelle University and Abergelle. These negotiations started a year ago, and now Abergelle is supplying Mekelle University with up to 90 heads of cattle per week.

Table 7: Work plan progress monitoring table IR1, Strategy 6: Market Expansion – International and Domestic.

Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)											
			M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total					
			1.2.6 Market Expansion – Domestic and International																															
1.2.6.1 Support participation of businesses in domestic trade fairs to identify new customers (support may include sponsorship, asst. to produce marketing materials, related training, etc.)	MLA	# firms participating				Ongoing	Meeting initiated with association for ALEC 2015 participation																									na	na	10
	Dairy																															na	na	15
1.2.6.2 Support participation of VC businesses in Gulfood (UAE)	MLA	# trade shows				Ongoing	Preparations started. LMD will sponsor the Ethiopian booth and participants																									na	na	1
1.2.6.3 Conduct buyers (domestic end market) and sellers meeting/communication for new product and new market development	MLA	# meetings	na	na	1	Completed	A business deal between producers and Abergelle abattoir to supply 90 cattle/week is made																									na	na	1
	Dairy																															na	na	2
1.2.6.4 Facilitate visits of possible buyers/inspectors to Ethiopia	MLA	# inspection trips from new markets/buyers																														na	na	4
1.2.6.5 Develop & promote Ethiopia brand for meat & live animals	MLA	# media channels utilized				Ongoing	Options for Ethiopian Meat and Live animals Branding and Logos Developed. Waiting for MoA final approval																									na	na	2

USAID Creates Market Linkage for Export Abattoir

For Abyssinian Export Abattoir in Oromiya region, after seven years of construction to establish its slaughterhouse, the next concern was finding market linkages to export its products. The abattoir, with a daily slaughtering capacity of 2500 sheep/goats and 300 beef cattle, had no market linkages until USAID's AGP-LMD facilitated Dubai inspectors' involvement and gained the approval of Abyssinian Export Abattoir's products for markets in the United Arab Emirates (UAE). This facilitation, together with networking with specific buyers in Dubai -- Siam Meat importing company, Silver Trading, and Reliance Trading -- has enabled Abyssinia Export Abattoir not only to introduce itself to the UAE market but also to export an average of three tons of meat products per day, adding up to over 120 tons within five months.

According to Dr. Teshome Bekele, the slaughtering site manager, the certification to export to UAE and the linkage to specific companies were crucial for the abattoir. "While we were still constructing the slaughtering site in January last year, USAID's AGP-LMD sponsored us to participate in the Gulfood Fair in Dubai. This gave us the opportunity to discuss with potential buyers, which later resulted in agreements to export to three companies in Dubai." The manager added that although the company isn't at the profit-making stage (the minimum daily required export amount is 10 tons), the assistance from USAID's AGP-LMD has enabled it to start operating and to establish linkages with potential markets abroad. "Today we have a total of 75 employees including professionals and day laborers. This is as a result of the market created by USAID's AGP-LMD's assistance. In a month's time we have plans to expand our market to Saudi. If [this] gets approved, we may be able to export 10-15 tons of meat products per day."

Dr. Teshome also noted the abattoir's long-term goal of establishing a ranch. "The supply of live animals for slaughtering is very limited and not sustained. To deal with this challenge, we have asked the government to provide us with more land for ranch. This would help in increasing as well as sustaining the supply of live animals that we need to meet our daily slaughtering capacity of 2800 live animals, as opposed to the current 500-1000 live animals being slaughtered daily."



Figure 9: Employees of Abyssinia Export Abattoir loading the daily three tons of meat products for export to Dubai

IR1 Strategy 7: STRENGTHEN GOVERNANCE AND COLLABORATION WITHIN VALUE CHAIN

Assist grantees to form marketing and fattening coops as requested (Activity 1.2.7.3).

Yetnora dairy development and marketing cooperative, located in East Gojjam administrative zone, Dejen woreda, is one of the cooperatives receiving technical support as potential grantee. An internal baseline assessment and SWOT analysis of the cooperative conducted in October 2014 showed that at its establishment, the cooperative had an initial share capital of Birr 2,100.00; at the time of the assessment, it had a share capital of Birr 50,000.00, total equity capital of Birr 516,178.51 and total assets of Birr 642,780.21.

In a discussion with cooperative promoters, the management committee and members of Yetnora dairy cooperative, all showed great interest in working in collaboration to form unions with other dairy cooperatives in the area. Such unions would mobilize more resources for the establishment of a milk processing plant. The idea was initiated at the end of October 2014, and after about one and half months of coordinated intensive efforts, “Gojjam Dairy Development and Marketing Union” was formed on December 14, 2014.



Figure 10: Partial view of participants during Gojjam Union founding ceremony



Figure 11: Union members in oath

ETB 2,514,000.00. The union anticipates selling 1,368 shares, with a value of ETB 2,736,000.00, within the coming six months to founders and newly joining dairy cooperatives.

The Gojjam Dairy Development and Marketing Union operational area includes about seven districts/woredas in East Gojjam administrative zone. The four founders of the union come from two adjacent woredas, Dejen and Awabel. Another 14 primary dairy cooperatives are expected to join the union. To meet its objective, the union has issued and declared 8,000 shares at ETB 2000.00 per share. This will allow the union to collect ETB 16,000,000.00 in the coming five years. At the time of union establishment, the founding dairy cooperatives bought 1257 shares, with total value of

Table 8: Work plan progress monitoring table IR1, Strategy 7: Strengthen governance and collaboration within the value chain.

Activity Description	Value Chain	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)											
			M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total					
			1.2.7 Strengthen Governance and Collaboration within Value Chains																															
1.2.7.1 Provide governance, management and operations training to FBOs, CIGs, Coops, Associations (PLHIV to be mainstreamed) (TOT already established - but topics may be expanded or reinforced during the year(by LMD) as needed). Trainees MUST either be a grant recipient, supply raw materials to a grant recipient, or purchase products from a grant recipient. The grantee impacted MUST be identified in each training deliverable report, and/or pre-approval can be obtained from LMD.	MLA	# FBOs				Ongoing	Depends on grants implementation																					na	na	TBD				
	Dairy					Ongoing	Depends on grants implementation																						na	na	TBD			
1.2.7.2 Strengthen or Develop Associations to provide membership services on a sustainable basis (target associations include: Meat Exporters, Live Animal Traders, Dairy Breeders, Dairy Processors, Butcher Associations, Feed, BDS providers' association, etc...). Activities may include developing strategic plans, re-register to be able to generate income (via MOT vs MOJ), revise their by-laws, develop financial sustainability plans, initiate and strengthen membership services, etc... (through technical assistance, sponsoring events and meetings, etc.). (Includes Dairy Breeder Association, Live Animal Traders Association, Milk Processor Association, Meat Exporter Association, Feed Association)	MLA	# Associations	na	na	0	Postponed	Postponed to the coming quarter, the associations come with proposal																							na	na	2		
	Dairy		na	na	0	Postponed	Postponed to the coming quarter, the associations come with proposal																							na	na	3		
1.2.7.2.3 Financial assistance to businesses - measured as milestones met within grant agreements (Business planning, BSP, Loan & Equity access addressed in S10)	MLA	# milestones met	na	na	3	Completed	3 MLA and 8 dairy grants have received grant by RFA 1.																					na	na	3	na	na	10	
	Dairy		na	na	8	Completed																							na	na	8	na	na	4
1.2.7.2.4 Support meetings, conferences and workshops of associations and professional organizations, etc.	MLA	# meetings, etc.																													na	na	3	
	Dairy	# meetings, etc.																													na	na	2	
1.2.7.3 Assist grantees to form marketing and fattening coops as requested (grantee must be clearly identified and involved in each activity)	MLA	# coops	na	na	0	Postponed	Depends on grants implementation																								na	na	TBD	
	Dairy		na	na	1	Ongoing																									na	na	TBD	
1.2.7.4 Special Initiative to support the Dairy Herd Improvement Program in Ethiopia (via meeting, etc.s for improved farmer participation)	Dairy	# farmers participating																														600	400	1000

IR1 Strategy 8: INCREASE DOMESTIC CONSUMPTION OF DAIRY PRODUCTS

Participate in School Milk Day Events (Activity 1.2.8.2).

AGP-LMD, in collaboration with Livestock and Irrigation Value Chains for Ethiopian Smallholders (LIVES) and regional government officials, organized five World School Milk Day events in Amhara, Oromiya, SNNP and Tigray regions. In Oromiya, SNNP and Tigray regions, the School Milk Days were celebrated in collaboration with LIVES. In the four regions, a total of 3232 (1616 female) students, parents, teachers and invited guests participated in the event. Students presented poems, drank milk, and engaged in Q&A and drawing contests, all commemorating the nutritional and health benefits of milk. At the event pasteurized milk, yoghurt, cheese, T-shirts and brochures were distributed to the participants free of charge.

The importance of milk and dairy products in schools lies not just in the size of the market itself, but also in its consumers: children. Children represent an important market, not only because they drink more milk per head than adults, but also because dietary habits established in childhood persist into adult life. Thus, children who drink milk and consume dairy products regularly will continue to do so as adults.



Figure 12 and 13: School Milk Day in Amhara region

IR1 Strategy 9: INCREASE DOMESTIC CONSUMPTION OF DAIRY PRODUCTS

Adapt business, technical and leadership training modules (Activity 1.2.9.3)

During the second quarter, AGP-LMD adapted five modules and conducted three trainings (Modules 1 to 3) for 318 women entrepreneurs from the four AGP-LMD regions. The training for the next two training modules (4 and 5) will continue in January.

AGP-LMD also developed a manual for Business Coaching TOT training. The training was given to 19 government institutions: five from SNNPR, three from Oromiya, six from Amhara, four from Tigray and one from the federal AGP. Forty-five per cent of the Business Coaching TOT participants were female.

Provide coaching to women entrepreneurs (Activity 1.2.9.6).

A coaching strategy for women entrepreneurs was developed, and the manual for woreda coaching participants was adapted. Training preparations and plans are underway in the four regions, and the coaching is scheduled for January 2015.

COMPONENT 3: SPUR INVESTMENT AND INNOVATION

IR 1 Strategy 10.1: USE INNOVATION GRANT FUNDS TO STRENGTHEN THE VALUE CHAIN BUSINESSES

For Request for Application 1 (RFA1), AGP-LMD screened 18 grantees from 78 initial applicants to be eligible for the grant amount of USD \$1,724,482.99. Thus far, USD \$118,192.2 has been disbursed. The remaining amount will be disbursed in the coming three to four months. See Table 1 (below) for the list of RFA 1 grantees that have reached the final stage. For RFA2, 54 applicants are up for consideration and are currently being screened.

Table 11: Grant Status Report: Financial report for the period to December 31, 2014

Agricultural Growth Program Livestock Market Development Program (AG-LMD)
Grant Status report
Financial report for the period to December 31, 2014

S. No	Description	LMD Fund			Matching Fund			Total Investment		
		Budget Amount in USD	Actual Expense Amount to date in USD	Variance (Budget vs Actual) USD	Budget Amount in USD	Actual Expense Amount to date in USD	Variance (Budget vs Actual)	Budget Amount in USD	Actual Expense Amount to date in USD	Variance (Budget vs Actual)
Partner Innovation Investment Fund										
Funds										
1	Dairy fund	1,030,768.64	11,453.54	1,019,315.10	2,754,833.08	2,309,770.73	445,062.35	3,785,601.72	2,321,224.27	1,464,377.45
2	Meat and Live animal	298,810.00	0.00	298,810.00	600,086.00	1,016,290.26	(416,204.26)	898,896.00	1,016,290.26	(117,394.26)
3	Input Fund	294,939.00	81,738.66	213,200.34	581,579.00	564,006.26	17,572.74	876,518.00	645,744.92	230,773.08
4	Sector Fund/Associations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5	Financial Funds	99,965.35	25,000.00	74,965.35	202,944.07	50,001.09	152,942.98	302,909.42	75,001.09	227,908.33
6	ICT and Technology Fund	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total	1,724,482.99	118,192.20	1,606,290.79	4,139,442.15	3,940,068.34	199,373.81	5,863,925.14	4,058,260.54	1,805,664.60
Fund per region										
1	Tigray			0.00						
2	Amhara	299,086.40	11,453.54	287,632.86	1,215,425.90	601,292.46	614,133.44	1,514,512.30	612,746.00	901,766.30
3	Oromia	1,059,693.60	37,556.66	1,022,136.94	2,152,503.50	2,410,460.65	(257,957.15)	3,212,197.10	2,448,017.31	764,179.79
4	SNMPS	265,702.99	25,000.00	240,702.99	571,512.75	744,644.66	(173,131.91)	837,215.74	769,644.66	67,571.08
5	Addis Ababa	100,000.00	44,182.00	55,818.00	200,000.00	183,670.58	16,329.42	300,000.00	227,852.58	72,147.42
6	Others			0.00			0.00			0.00
	Total	1,724,482.99	118,192.20	1,606,290.79	4,139,442.15	3,940,068.34	199,373.81	5,863,925.14	4,058,260.54	1,805,664.60
Fund per Type of Business										
1	Share companies	99,980.00	0.00	99,980.00	201,486.00	0.00	201,486.00	301,466.00	0.00	301,466.00
2	Private Limited companies	660,793.75	118,192.20	542,601.55	1,328,140.97	1,017,688.32	310,452.65	1,988,934.72	1,135,880.52	853,054.20
3	Enterprises	863,976.24	0.00	863,976.24	1,818,581.18	2,438,820.83	(620,239.65)	2,682,557.42	2,438,820.83	243,736.59
4	Cooperatives			0.00			0.00	0.00	0.00	0.00
5	Associations			0.00			0.00	0.00	0.00	0.00
6	Research organization			0.00			0.00	0.00	0.00	0.00
7	Other Government enterprises			0.00			0.00	0.00	0.00	0.00
8	NGO	99,733.00	0.00	99,733.00	791,234.00	483,559.19	307,674.81	890,967.00	483,559.19	407,407.81
9	Others Specify			0.00			0.00			0.00
	Total	1,724,482.99	118,192.20	1,606,290.79	4,139,442.15	3,940,068.34	199,373.81	5,863,925.14	4,058,260.54	1,805,664.60
Fund per type of Owner										
1	Private owned	1,459,238.95	106,738.66	1,352,500.29	3,003,051.57	3,209,053.63	(206,002.06)	4,462,290.52	3,315,792.29	1,146,498.23
2	Women Owned	99,458.40	11,453.54	88,004.86	210,670.90	117,733.27	92,937.63	310,129.30	129,186.81	180,942.49
3	Cooperatives			0.00			0.00	0.00	0.00	0.00
4	Associations			0.00			0.00	0.00	0.00	0.00
5	Public companies			0.00			0.00	0.00	0.00	0.00
6	SME	66,052.64	0.00	66,052.64	134,485.68	129,722.25	4,763.43	200,538.32	129,722.25	70,816.07
7	NGO	99,733.00	0.00	99,733.00	791,234.00	483,559.19	307,674.81	890,967.00	483,559.19	407,407.81
8	Disabled company			0.00			0.00	0.00	0.00	0.00
	Total	1,724,482.99	118,192.20	1,606,290.79	4,139,442.15	3,940,068.34	199,373.81	5,863,925.14	4,058,260.54	1,805,664.60

Table 12: Grant Status Report: Grants implementation progress report.

	Name of Grant Applicant	Name of Grant Project	Category	Update	Status
1	Almi Milk Processing Factory	Install milk cooling tanks at existing collection stations, purchase vehicle for refrigerated milk transport, develop capacity to supply feed to dairy farmers as embedded service.	Dairy	Grant agreement has signed both by grantee and Ho. The grantee has submitted verified own contribution. Milk Can has been bought and delivered to grantee. The grantee has submitted requirement request and waiting for procurement of machine and equipment by LMD. Bid advertisement was done on Reporter on September 14, 2014 edition (Further information see procurement section). The grantee has submitted third party verified documents for the cost of existing documents. The grantee also submitted all required cost sharing support	For VAN purchase approval is submitted to on 29th October 2014 We found this item locally and collected from two vendors and looking to get another
2	Embet and her children milk and milk by-product processing plc.	Provide embedded services to dairy producers (training, milk cans, feed linkage), upgrade collection centers including installing cooling tanks, diversify dairy products, improve marketing of processed dairy products.	Dairy	The grantee has been paid the first milestone. The second milestone was expected to paid on June 2014 however the grantee couldn't submit both progress report and own contribution. The grantee faced problems to secure land, obtain bank loan due to impossible to collateral house because of legal complications. The LMD Value chain advisor the account manager and Credit, Finance and investment manager the grantee at mid of September. The following were done by the team: 1. Milestone has been revised though it was not finalized and grant agreement amendment couldn't be done. 2. Financial projection was revised by finance a, credit and investment manager, initially the projection was highly inflated. Accordingly the loan request has been reduced and submitted to Bank for processing loan. LMD promised the bank 50% collateral will be given so the bank seems okay to provide loan. After all these has done draft modification of grant agreement was done by grant unit and submitted to HO. The HO come with many clarification before signing the modification and the grant unit submitted to Value chain advisor to correct as per HO recommendation or to justify the matter.	0.00
3	Life Agro Industry PLC	Provide embedded services to dairy producers (heifers, AI, vet service, forage seeds, feed, milk cans), and install two milk cooling tanks at collection centers.	Dairy	Grant agreement has been signed both by grantee and Ho. The grantee has submit verified own contribution in the second week of october. The grantee also has submit prequirement request with own contribution and progress report then LMD will process the purchase. The process is under the custody of logistics and procurment unit.	Meeting takes place with the grantee and mapping of vendors was done next week quotation will be collected
4	Kal-Mer dairy and Milk Processing Enterprise (KM-DMPE)	Provide feed to farmers as embedded service, develop processing capacity, purchase dairy heifers.	Dairy	Grant agreement has been signed both by grantee and Ho. The grantee has submitted verified own contribution in the third week of october. The grantee has also submitted prequirement request with own contribution and progress report then LMD will process the purchase.	Items are not available locally so that vendors from out side being contacted
5	Elemtu Intrgrated Milk Industry Share Company	Install milk cooling tanks at new collection centers.	Dairy	Grant agreement has been signed both by grantee and Ho. The grantee will submit verified own contribution in the second week of November. The grantee will submit prequirement request with own contribution and progress report then LMD will process the purchase. The procesedure of verification of exsting asset and other implimentation of milestone has briefed the project manager by account manager, portfolio coordinator and the innovation fund manager on November 8,2014.	0.00
6	GUTS Agro Industry	Establish feed manufacture plant (15,000 MT/year)	Dairy	Grant agreement has been signed both by grantee and Ho. The grantee has submitted submitted verified own contribution in the second week of october. The grantee has also submitted purchase request with potential suppliers lists and adress with own contribution and progress report then LMD will process the purchase.	Selection of vendors is finalized and submitted to USAID since the items are restricted goods
7	Yakla Milk Processing Enterprise	Expand processing facility from 1200 to 7000 liters/day and install 10 cooling tanks at collection centers.	Dairy	0	0-Jan-00

	Name of Grant Applicant	Name of Grant Project	Category	Update	Status
8	Evergreen Integrated Milk Production and Processing	Produce milk, install cooling tanks at collection centers, process and market milk. Provide embedded services to producers (forage produced on own farm, AI).	Dairy	Grant agreement has been signed both by grantee and Ho. The grantee under process of procurement equipment for his own contribution and will submit before the end of November 2014. The grantee will submit requirement request with own contribution and progress report then LMD will process the purchase. The grantee has completed own contribution payment to vendor in China however the grantee also paid for some the equipment that were intended be covered from grant. He is looking the purchase of equipment be shifted van i.e he requires grant amendment.	0.00
9	Yakalaget Import/Export	Establishment of mobile abattoir service	Meat & Live Animal	The due date for first milestone on march 26 and the grantee is preparing the first milestone. This grantee is under	we got one quotation and appointment was made with the grantee to discuss on November 14.
10	DOT net training and consultancy	Establish Mobile Butcher shop	Meat & Live Animal	Grant agreement has been signed both by grantee and Ho. The grantee has submitted 75% Of his own contribution. The grantee also submitted Purchase requisition with spec and specification. The process is under Logistics and procurement unit.	discussion with Maru Metal Industry to make the mobile butchery has been stopped because they will not make as perfect as the imported one and it
11	S & S Farm PLC	Establish new slaughter house for domestic market	Meat & Live Animal	Grant agreement has been signed both by grantee and Ho. The grantee will submit verified own contribution in the second week of october. The grantee will submit requirement request with own contribution and progress report then LMD will process the purchase	Selection of supplier for Cold truck has been finalized and given to USAID to get approval since it is restricted goods. Regarding
12	Addis Livestock Production and Productivity Improvement Service (ALPPIS)	Train & equip 40 new ALPPIS inseminators, improve semen distribution and data recording & collection system.	Inputs	The first milestone is paid and Waiting for the second milestone	The semen is arrived at Bole air port the document are submitted to USAID for clearance
13	Ethio-feed PLC.	Formulate and test crop residues and by-products as new animal feed ingredients. Develop satellite/franchise feed manufacturers capable of producing and selling new formulations.	Inputs	The first milestone is paid and Waiting for the second milestone, specification for second milestone has received and joint bid committee is stablshie for bidding and purchase	Payment is made and we received the materials Partially
14	Project Mercy	Irrigated forage production as model activity and input to smallholder farmers.	Inputs	The grantee has submitted both verified own contribution and purchase request with specification. The procurement process is under logistics and procurement unit of LMD	quotation is collected but the price of the machine more than the budget, vendors from America has been contacted
15	Gobe Improved Heifer Multiplication and integrated Agro Business	Heifer & feed production for smallholder farmers, collect and process milk from farmers	Inputs	Grant agreement has been signed both by grantee and Ho. The grantee will submit verified own contribution in the second week of october. The grantee will submit requirement request with own contribution and progress report then LMD will process the purchase.	Meeting takes place with the grantee and mapping of vendors was done next week quotation will be collected
16	ANNO Agro Industry PLC	Artificial insemination and heifer supply services to farmers, develop dairy farm and processing facility	Inputs	Grant agreement has been signed both by grantee and Ho. The grantee will submit verified own contribution in the second week of october. The grantee will submit requirement request with own contribution and progress report then LMD will process the purchase.	0.00
17	Establishment of milk and Milk products VC	Establishment of dairy laboratory by focusing on control and quality assurance at all stages along the milk and milk products value chain	Inputs	The Grant agreement is signed and still expecting for the first milestone completion. The due date is July 24 however it need earlier follow up	0.00
18	Kifiya Financial Technology	Create 30 new account service points (branchless banking) and provide market information to livestock producers	Financial Service	Grant agreement has signed and draf milestone report has submitted. The grantee doesn't support the milestone payment request with own contribution document. Grant unit is dealing with the grant for documentation.	0.00

Ribbon Cutting Launches USAID Support Initiative

On December 8, 2014, the U.S. Government, through USAID's AGP-LMD Project, held a ribbon-cutting ceremony in East Wellega Zone, Oromia, to open a livestock feed manufacturing facility financed in part through a USAID grant to Ethio-Feed PLC. The manufacturing equipment provided to Ethio-Feed will create easy access to affordable and nutritious livestock feed for over 350 dairy farmers and feedlot operators in the Bako, Sire and Anno districts of the Oromia Region. The feed ingredients come from agricultural by-products that are readily available.

A shortage of affordable and nutritious feed is a major constraint for Ethiopia's livestock farmers, which is what led Ethio-Feed PLC to focus on the development of new feeds from agricultural byproducts and other ingredients previously considered as waste. Ethio-Feed partnered with Anno Agro-Industry through a franchise agreement to build the new facility, and will partner with other franchisees to open similar facilities in Wonji and Mekele within the coming three months. As USAID Ethiopia Acting Mission Director Gary Linden commented, "A major challenge that limits the competitiveness and productivity of Ethiopia's livestock sector is a lack of capital for new technology. To help address this challenge, USAID awards grants to private sector companies, cooperatives, associations and entrepreneurs for innovative activities that will benefit smallholder farmers and promote competitiveness in the meat, live animal and dairy value chains in Ethiopia. Ethio-Feed is one of 18 companies that received grants and we believe that the other 17 grant recipients, and those in line to receive grants, will use a similar approach and bring substantial achievements to increase productivity."

Through the \$5.5 million Innovation Grants Fund, USAID will assist approximately 200 companies, cooperatives, associations and entrepreneurs through awards ranging from \$25,000 to \$300,000 each. The grant amount is determined based on the applicant's need, the proposed activities, and the potential impact for smallholder livestock farmers. The grants support innovations and technologies that solve critical constraints along the livestock value chains.



Figure 14 and 15: Keynote address by Mr. Gary Linden, USAID Ethiopia's Acting Mission Director and the Ribbon cutting by from left to right Mr. Biruk, Manager of Ethiofeeds, H.E. Dr. Gebregziabher Gebreyohannes, State-Minister for Livestock Resource Development, Mr Gary Linden, USAID Ethiopia Acting Mission Director and Dr. Benti, Manager of Anno Agro Industry Farm PLC).

IR1 Strategy 10.2: STIMULATE INVESTMENTS AND ACCESS TO FINANCE THROUGHOUT THE VALUE CHAIN

Identify businesses that are interested in debt financing (Activity 1.3.10.2.3.1).

The LMD project identified ten businesses that are interested in obtaining debt financing. These businesses are involved in dairy farm and processing (in Debre Birhan, Adama, Mekele, Bahir Dar, Nekemte and Bore), live animals export (Kombolcha, Adama and Meki), and meat processing (Debre Birhan). Upon review of their project plans and licensing documents, all but two businesses qualified for further support in linking them to banks.

Five of the aforementioned businesses are looking for combined loans of 2.8 million USD to expand their existing businesses (e.g., purchase of new technologies and working capital for collection of raw milk or purchase of livestock); while the remaining three are looking for a total of 1.2 million USD in credit for start-up capital to establish new businesses. The qualifying businesses reported a combined total of 1 million USD in existing investment or committed equity.

Prepare businesses for debt financing (Activity 1.3.10.2.3.4).

Five businesses received direct hands-on support with the revision and upgrading of their business plans and advisory services were provided to all qualifying applicants (8 businesses).

Referral to banks with credit guarantees (Activity 1.3.10.2.3.4) and without credit guarantees (Activity 1.3.10.2.3.5).

Letters of referral for credit guarantee were issued for four dairy farm and processing businesses based in Debre Birhan, Mekele and Nekemte, and a live animal exporter in Kombolcha. A referral without credit guarantee was provided for Excell Agro Industries, a live animal exporter based in Oromiya, Adama and Meki.

As a result of AGP-LMD support Kegna General Trading, in Oromiya, Adama, received a loan of Birr 15 million (~\$750,000 USD) from the Cooperative Bank of Oromiya. Mulu dairy farm & processing, in Tigray, Mekele, accessed a loan of Birr 3 million (~\$150,000 USD), from the Oromiya International Bank. Excell agro-industries received a pre-shipment advance of Birr 5 million (~\$250,000 USD), based on a sales contract.

In follow up of businesses that took part in the workshop held to link banks with livestock businesses last year, Rut and Hirut Dairy processing Plc. has been approved for a loan of ETB 6.5 million (~325,000 USD) by Bank of Abyssinia pending fulfillment of some formalities for disbursement.

The supported businesses investment represents a combined investment value of over 5.9 million USD and an employment capacity of over a 150 people. The supported business investment represents a combined value of over 5.9 million USD and an employment capacity of over 150 people. These businesses will also source milk and live animals from hundreds of farmers on a regular basis. These businesses will have a profound effect on the agricultural economy of the country and in the promotion of the sector. In addition, high quality, nutritious products will be available to consumers.

ETHIOPIA LIVESTOCK INVESTMENT FORUMS - 2014

USAID's AGP-Livestock Market Development (USAID/AGP-LMD) project organized four regional forums in Oromia, Amhara, Tigray, and SNNPR during this quarter. More than 100 businesses took part in the series of regional livestock investment forums. 20 businesses attracted the attention of 10 local and 3 international investor companies. A social investment fund and a private equity investment brokerage firm from the U.S. were among the investor companies interested to invest in the livestock sector. The forums have also helped 30 businesses create vital connections for sales relationship and partnerships with other actors in their respective dairy, meat, and live animal value chains.

Local businesses engaged in animal feed production and processing, heifer production, dairy production and processing, live animal fattening and export, meat processing and export, and so forth pitched themselves to investors during the forum. Animal feed businesses, dairy farms, and dairy processing companies got the most traction from investors. USAID/AGP-LMD is following up on promising leads to ensure that they result in actual investment deals between investors and businesses.

In addition to businesses and investors; the forum was attended by high level government officials from the Ministries of Agriculture, Trade, and Industry as well as federal and regional investment commissions and staffs of other major developmental partners.

Regionally; 4 livestock businesses from Oromia attracted the interest of 1 local and 2 international investors during the Oromia forum. Inluvest (a Dutch investor fund) has completed its preliminary due-diligence and made an offer to purchase 35% of shares from Dr. Alemshay Tesfa's (a female entrepreneur) dairy farm and processing company. 8 livestock businesses from Amhara attracted the attention of 2 local investors during the Amhara investment forum. Investors have vouched to visit these businesses and start their screening process for a serious engagement.

2 businesses attracted the attention of 1 local and 2 international investors during the Tigray investment forum. Nuru Social Enterprises (a U.S based social investment fund) traveled to Mekelle on Nov.6th and conducted preliminary due-diligence on YB animal feed company in Tigray. 6 businesses attracted the attention of 4 local and 2 international investor consulting firms during the SNNPR livestock investment forum. Again, Nuru Social Enterprises (a U.S. based social investment fund) completed its preliminary due-diligence and made an offer to purchase 51% of company shares from Abay feed in SNNPR.

IR2: IMPROVED ENABLING ENVIRONMENT FOR LIVESTOCK VALUE CHAINS

COMPONENT 4: IMPROVE THE ENABLING ENVIRONMENT OF LIVESTOCK VALUE CHAINS

IR 2: Strategy 1: FACILITATE AND EMPOWER STAKEHOLDERS FOR POLICY REFORM AND ADVOCACY

Establish livestock working groups (Activities 2.4.1.1 and 2.4.1.2)

Following the model at the federal level, regional Livestock Agencies in Amhara, SNNPR and Tigray in collaboration with LMD and regional implementing partners (IPs), established the Livestock Working Groups in their respective regions. The LWGs are instruments for the promotion of livestock policies, agendas in the regions and to assist the private sector in tackling some of the practical problems.

The Regional Livestock Agencies took the lead in organizing the livestock working groups (LWGs). Participants in all regions hailed from Regional Government Bureau & Agencies, NGOs and private traders working in the livestock sector in the regions. The Scope of Work for the (LWGs) was developed during the first working group meetings and an executive body (Chair, Deputy Chair and Secretary) was elected. The working group participants identified priority policy issues and agendas to be presented and discussed at the next multi-stakeholder platforms (MSPs) in their respective regions.

The plan was to establish four Working Group in the Regions following the federal model of the Technical Working Group. Three have been established as described below (Amhara, SNNPR and Tigray). The establishment of the Oromiya LWG is delayed because the regional authorities were busy and were not available. However it is planned to take place on the 19th of January, 2015.

Establishment of Livestock Working Group in SNNPR:

The SNNPR Livestock Working Group (LWG) was established on 21st Nov, 2014. About 20 people (5 female) hailed from Livestock Agency, Cooperative and Marketing Bureau, Agriculture Research Institution of the region, Hawassa University, SNV EDGET, LIVES, FAO and representatives of the private sector attended the establishment meeting. Female participation is 25% of the total. This is a little below the 30% that LMD plans to do in every training. Efforts will be made to address this gap in subsequent meetings. Participants deliberated in depth and unanimously agreed on the relevance of the LWG and the crucial role it can play on institutional and policy reforms and coordinating actors for the development of the livestock subsector in the region.

Outcomes of the Livestock Working Group Meeting in SNNPR: The Regional Head of the Livestock Agency Ato Desta was elected the Chair, representative of Hawassa University, D/Chair and Self-Help secretary. The following policy issues/agenda were identified by the working group that need to be addressed to enhance the performance of the livestock sector in the region: access to land; livestock feed-availability and quality, standards and quality for meat and dairy products; access to finance.

Establishment of the Amhara Livestock Working Group:

The Amhara region Livestock Agency and ORDA took the lead in establishing the regional Livestock Working Group and facilitating the first meeting on the 3rd of December 2014. Participants were drawn from Regional Government Bureau & Agencies, NGOs and private sector operating in the region. ORDA's Executive Director, Dr Amlaku Asres chaired the meeting. Participants discussed the relevance of the working group and the Terms of Reference that broadly includes pushing for policy and institutional reform, advocating and lobbying for creation of enabling environment for the private sector, identification and up-scaling best practices. The group elected policy champions including Ato Muluken from the regional Livestock Agency as chair person and Dr Likawunt from ARARI as deputy chairperson. Dr Amlaku from ORDA is the secretary for the regional LWG.

The second working group meeting was held on December 16, 2014 to endorse the ToR and identify key policy issues and agendas for the wider MSP meeting. Ato Shimeles Belachew the New Head of the regional Livestock Agency officially opened and chaired the meeting. ORDA Deputy Head presented the final draft of the ToR and key policy issues for discussion.

Outcomes of the LWG Meeting in Amhara: After extensive discussion of the ToR and detailed deliberations, the RLWG members agreed on the following points;

- The task force should stay focused on existing policy issues of dairy, meat and live animal rather than stretching itself to other livestock value chains.
- More emphasis should be given to livestock market in light of the new proclamation
- Share the experience of land allocation for livestock development in other regions

The RLWG unanimously agreed to review and deliberate on the following topics in the coming Multi-Stakeholder Platform (MSP) meeting;

- the status of Land allocation for livestock related businesses, especially for grantees
- Implementation of the Live Animal Trading Proclamation–implication for the region
- Livestock Extension services-content and coverage

ORDA, BoT and Livestock Agency are assigned to conduct review and provide a status update on the agendas stated above. The next LWG and MSP meetings will be held on January 12, 2015 and January 23, 2015, respectively.

Establishment of the Livestock Working Group in Tigray

Tigray Region Livestock Department and REST organized Livestock Working Group establishment meeting on 13th December 2014. A total of 15 participants invited from the

relevant public institutions, private sectors, NGOs, research and university attended the workshop.

The main agendas of the workshop were: understanding the purpose of establishing regional LWG as reflected in the ToR and electing the leaders. The Livestock Department Head emphasized that the newly established regional livestock working group will replace the Livestock Steering Committee the region used to have before. The group discussed and endorsed the ToR to for the LWG and elected Ato Jemal Gidey from BoA – Livestock Core Process Owner as the Chair Person, LMD Regional Project Coordinator as Deputy Chair Person and Abergelle Export Abattoir as Secretary of the working group. The participants of the meeting underscored the importance of the LWG both for the private sector and government in pushing for policy and institutional reform, and also highlighting the importance of the livestock sector for the development of the region.

Outcome of the LWG Meeting in Tigray: Building a consensus around LWG the meeting participants agreed to work on the following policy issues;

- Facilitating market linkage especially in the area of dairy products, meat and live animals
- Promoting privatization of livestock health services in the region
- Strengthening the role of Tigray Cooperative Agency in the area of input supplying, production and market linkage, etc.

Tigray BoA, TAMPA, and Mekele University are assigned to prepare a presentation on the above issues at the MSP that will be held in the third week of January.

Organize MSPs at federal and regional level (Activity 2.4.1.4)

The plan was to organize 4 MSPs in the regions and 1 at the federal. This was delayed because of the need to establish the Livestock Working Groups first so that they in turn will be responsible both for organizing the MSPs in the regions as well as identifying the region specific policy issues and agendas. Unlike in the previous years, LMD has planned to take a step back and encourage regions to take ownership and buy-in to the policy process. As a result only one MSP has been organized in SNNPR (See below) and the other MSPS are scheduled to take place in January and February 2015.

MSP in SNNPR

SNNPR Livestock Development and Health Agency and SELF HELP AFRICA organized Multi-Stakeholders Platform (MSP) at Butajira Town on December 07/2014. A total of 52 participants (6 female) representing government stakeholders, private sector engaged on livestock businesses and NGOs working on livestock sector took part in the meeting. There were far too few female participants in the MSP and this was communicated to the regional authorities. Regional authorities in their turn promised to make effort to fill the gap in female participation. Two high level regional officials Ato Desta Gabriel, Head of the Regional Livestock Development and Health Agency, and Ato Germame, Deputy Head of the Regional BoA, made key note addresses and chaired the deliberations of the MSP meeting.

The main discussion points were:

- Access to land and Finance by the Livestock sector
- Animal Feed/Forage challenges in SNNPR-
- PPP- Experience of Public Private Partnership in livestock market centers and Slaughterhouse management

Key Action points and recommendations:

- Participants suggested that MSPs should be organized 3 times a year; the regional Livestock Agency will cover the cost of one additional MSP. It was also stressed that some government stakeholders, such as the Trade and Industry Bureau, should participate at the coming MSPs.
- Access to land is a major problem hindering the development of the livestock sector in the region. The regional Livestock Agency took responsibility to engage appropriate public institutions in the region and seek solutions
- It was recommended that the Animal Feed and Drug Control Authority should take all necessary regulatory measures to control the quality of concentrate feeds and distribution in the region
- Upcoming MSP should be accompanied by a field visit to livestock farms to appreciate and get first-hand information on existing challenges for the private sector.



Figure 16 and 17: SNNPR MSP Participants and Chair Person

Table 14: Action points forwarded in Feed sector and responsible institutions

No	Area in Feed sector	Action points	Responsible Institution
1	Concentrate Feed	<ul style="list-style-type: none"> • Strengthening Coops working on feed processing activity • Supporting the establishment of distribution centers/feed dealers at various location/woredas 	Livestock Agency, LMD, FEED Project II, Marketing and Cooperative bureau
2	Roughage	<ul style="list-style-type: none"> • Supporting youth, organized in a group, and enable them to collect roughage and crop residues • Creating belled roughage/hay supplying shops 	FEED II Project, Livestock Agency, Marketing and Cooperative Bureau, Women, youth and children affairs Bureau
3	Forage Seed	<ul style="list-style-type: none"> • Working to have better seed supply • Select appropriate seed for various locality in the region 	Livestock Agency, SARI, FEED II, SNV-EDGET Project, Hawassa University

Conduct sensitization and awareness on implementation of the Live Animal Trading Proclamation for government officials, traders, feedlot operators and transporters (2.4.1.10.1).

LMD supported the regional Trade and Marketing Bureaus of Amhara, SNNPR and Tigray to organize discussion forums with the objective of creating common understanding on the implementation of the new live animal trading proclamations. These workshops were attended by all stakeholders (public institutions, private sector (export abattoirs, feedlot operators, exporters, traders and transporters). Federal MoT and Regional Trade Bureaus presented the details of the proclamation and planned implementation strategies. The key issues discussed were: Livestock markets management, livestock movement control, quarantine, licensing, and transportation. These forums created common understating on the proclamation identified challenges during implementation and recommend the need for private-public-partnership in managing livestock markets.

The main outcomes of the sensitization and awareness creation workshops on Live Animal Trading Proclamation are: The implementation process requires substantial inputs in terms of financial investment, capacity building, changing the mindsets of producers, market actors and law enforcement agencies. The representatives of the federal MoT and the regional Trade and Transport Bureaus have taken these challenges into consideration and have promised to come up with possible solutions.

Specific issues per region are indicated below

SNNPR 24-25 December, 2014

The Marketing and Cooperative Bureau of the region organized the workshop on 24-25 December, 2014 in Hawassa. The workshop was attended by 90 participants drawn from zonal and woreda marketing and cooperative offices.

The main discussion points and outcomes were:

- There is insufficient preparation at lower levels to fully enforce the proclamation. The need for the region to develop a strategy to implement the proclamation was emphasized. Moreover, there should be clear delineation of tasks and responsibilities between MoT and MoA and their counterpart bureaus at regional level to avoid duplication of efforts and competition between actors.
- The federal regulation which is crucial for effective and efficient execution of the proclamation is not yet approved by the Council of Ministers. MoT should exert all efforts to get the draft federal regulation approved.
- Creating a sustainable business linkage among exporters and live animal suppliers is very crucial. Abattoirs and exporters should make all necessary preparations to buy animals only from registered feedlots and cooperative unions
- SNNPR Trade and Industry bureau has to label fattening as one business entity in the business directory. Therefore fattening will be one of the registered and recognized businesses.
- Privatization of livestock services like domestic abattoirs and markets can be done in SNNPR through the PPP model. However the region has to develop directives and guidelines for implementation.

Oromiya: 10-11 Dec

Oromiya Trade and Market Development Bureau organized a sensitization workshop on the Live Animal Trading Proclamation for a total of 60 participants,-8 women. The bureau Head and Deputy Head jointly chaired the meeting. Participants were drawn from AGP LMD woredas, Livestock Development and Health Agency, Trade & Market Development and Cooperative Promotion Agency, Pastoralist Commission, Transport and Cooperative Promotion office.

Main Discussion Points and outcomes were:

- The Oromiya region can adopt the use of the LITS pilot in the course of the implementation of the proclamation by harmonizing the LITS project and regional trade bureau activities. Joint planning and coordination of activities is required in this regard. MoA has to invite the Oromiya Trade Bureau, Livestock Agency and Pastoral Commission during planning and coordination meetings of LITS. The implementation of the proclamation should be done by prioritizing activities. Mapping primary markets and identifying the secondary market

centers can be the first interventions. However much emphasis shall be given to the export corridors.

- The proclamation can possibly contribute to curbing illegal livestock trading only by putting the right incentives for legal operators and create an attractive market environment to pull these animals towards trading in the hinterland. PPP can be piloted in selected active livestock markets, transportation and domestic abattoirs in the region.

Amhara: December 11-12, 2014

Amhara Region Trade Bureau organized the sensitization workshop for Live Animal Trading Proclamation for government, traders, feedlot operators and transporters on December 11 –12, 2014 in Bahirdar. A total of 70 participants (10 female) attended the workshop. The figure for the female participation is low and the organizers took note and promised to increase the figures in future meetings. Participants were drawn from traders, feedlot operators and transporters working in Bahirdar, Gondar, Debremarikos & Debrebirehan towns. Government officials and experts from Amhara Regional State Bureaus of Trade, Agriculture, Justice, Mass media, Livestock, and the Police Commission also participated in the meeting. The Head and Deputy of Amhara Bureau of Trade and Head of Amhara Livestock Agency chaired the workshop. Representatives from Federal MoT and LMD also took part and contributed to the discussion.

Main discussion points and outcomes were

- Delay of issuance of regulations and directives has delayed the implementation of the proclamation. There is still lack of clarity on the issue of movement permit and illegal trade when animals are transported across regional states.
- Designation and organizing 1st and 2nd level markets is not yet done in Amhara region. Shortage of human resource will also be a challenge during the implementation
- Feed lot operators in Amhara region are not able to get land; the land they have cannot be used as collateral to get loans, and they cannot even renew their license as they cannot fulfill the requirements.
- The facilities and infrastructures like feeding, watering and transportation means are still lacking for livestock during transit to and from the market centers.



Figures 18, 19 and 20: Impressions from the MSPs

- With regard to access to land, it was agreed that an integrated action of all stakeholders such as Amhara Region Bureau of Industry and Urban Development, Amhara Region Livestock Agency, Amhara Region Bureau of Trade and the regional assembly or the office of the president is required. This issue will be an agenda for discussion in the coming MSP.
- The proclamation will contribute to combat illegal livestock trading as long as all stakeholders get the proper knowledge and understanding about its effects and make a coordinated effort. However continuous sensitization and awareness creation is required to change mind sets. An appeal was made to USAID's AGP-LMD and other projects to support the regional BoT in this regard.
- The newly established Regional Livestock Working Group is given the task to explore options and come up with recommendations and suggestions on a number of issues like land lease period, livestock insurance, collateral, transport system, quarantine management, and incentive options to reduce illegal trade.

IR 2 Strategy 2: CAPACITY BUILDING FOR PUBLIC AND PRIVATE STAKEHOLDERS

Support for the Ministry of Industry (MoI) - EMDIDI Twinning Needs Assessment: (2.4.2.2.5).

LMD is supporting EMDIDI to develop a twinning gap assessment to be used as the basis for designing the twinning program agreed with the MoI. As a follow up, EMDIDI, in collaboration with LMD, established a twinning task force of three experts led by the Deputy Director of the Institute. The task force visited the Leather Industry Development Institute (LIDI), Addis Ababa Science and Technology University, Family Milk and Luna export abattoir to collect information and conduct discussions with the leaders of the institutions. The twinning task force analysed the data it collected, conducted interviews with experts and produced a report that was submitted to EMDIDI management for internal review. The report, when endorsed and agreed upon by USAID, will serve as the basis for developing a SoW by identifying key areas for the twinning. EMDIDI has developed sense of ownership to the twinning exercise as it will be based on their felt needs.

Support the industry, higher education and research forum (linkage) (2.4.2.2.4).

EMDIDI organized the first livestock industry-universities research linkage forum on 4th of December, 2014 for the Adama-Modjo corridor. A total of 44 participants attended the workshop. Participants were drawn from EMDIDI, (organizers), Assela University, Adama TVT collage, export abattoirs, dairy processors, feed processors, East Shewa zone administration and trade and industry office, science and technology ministry and LMD.

The objective of the workshop was to create university education, research and industry linkages for the purpose of capacity building, undertaking action research and scaling up best practices.

Key issues discussed:

- The need and purpose for organizing the forum
- Electing forum leaders who will lead the forum and who allocate the resources

Main Discussion points Outcomes

1. All participants have accepted the need and purpose of having such a forum
2. Joint planning for organizing similar forums in other regions identifying practical support for private sector
3. Signing an MoU between private industries and Assela University to concretize University-industry linkages

The following were elected to lead the *livestock industry-universities research linkage forum*: Assela University (Chair), Yakela Dairy (Deputy Chair), Ethio feed and Luna(members); East Shewa zone trade and industry office (secretary).

Support the capacity of regions to ensure meat hygiene and food safety supplied to the domestic market (2.4.2.5)

Oromiya:

LMD supported Oromiya Livestock Agency in organizing two workshops on meat hygiene and safety on 10-11 October and 6-7 November, 2014 in Adama and Ambo respectively. The main objective of the workshops was to create awareness and agree on the control system to be implemented in selected towns as a pilot.

Participants were drawn from Oromiya Livestock Agency, Bureau of Health, Bureau of Trade and Market Development, Bureau of Environmental Protection, and zones and woredas of AGP-LMD project operational areas. In addition, town administrators and mayors of towns in these zones and woredas attended the workshop. A total of 119 participants attended the workshop from all AGP-LMD zones and woredas. The deputy head of Oromiya Trade and Market Development Bureau, head of Oromiya Livestock Development and health Agency, The head of Oromiya Land and Environment Protection, Mayors of towns and representative of the Oromiya Health Bureau are the higher officials who attended the workshop.

Workshop Discussion points: Minimum standards of meat hygiene and safety and the current status of Region.

The minimum requirements in keeping the hygiene and safety of meat were presented by an expert from one of the export abattoirs for ease of comparison with the existing situation.

Oromiya livestock agency presented the situation or current status of the region in keeping the hygiene and safety of meat supplied to the domestic market. The agency reported that, there are only 101 active slaughter houses and 54 trained meat inspectors in the region. That means about half of the slaughter houses are without inspectors. There is only one slaughter house in the region relatively constructed in compliance with the minimum standard. That is the slaughter house in Adama. The presentation was made pictorially to show the worst side of the abattoirs in Oromiya. Most of the domestic abattoirs are in poor condition and in various states of disrepair.



Figure 21: Meat Inspector

Roles and responsibilities of actors in controlling meat hygiene and safety in Oromiya were agreed upon by the participants as follows:

- Oromiya livestock resource development agency: has a legal mandate to control and regulate the hygiene and safety of meat supplied to the domestic market.
- Industry and Urban development bureau or Municipalities: in most places the municipalities are owners and managers of slaughter houses.
- Oromiya Health Bureau: has the mandate to control the hygiene and safety of meat and meat products from the production to consumption.
- Oromiya Environmental protection bureau: has a mandate to control the environment
- Oromiya Trade and market development bureau: has the mandate to control illegal trading of animals, meat, meat products, and related services.
- Butchers and Consumers Association: (should be filled or removed)

Main outcomes and the way forward:

The participants agreed on the need to organize actors in the form of a taskforce starting from the region, woredas down to municipality level. At regional level there should be a memorandum of understanding signed among stakeholders. Then, each bureau should implement the provisions in the MoU by developing regulations and procedures to be cascaded down to the woreda level.

The Oromiya Livestock Agency was given the responsibility to take the issue up at regional level and facilitate the formation of a taskforce. It should also take practical steps to control the hygiene and safety of meat using the existing federal and regional laws and regulations at the zonal capitals. Ten zonal towns were selected to conduct additional assessment and dialogue for the implementation of a control strategy. These are: Adama, Woliso, Bokoji, Shashemene, Fitcha, Ambo, Nekemte, Shamboo and Holleta.

Livestock Identification Traceability System (LITS) (Activity 2.4.2.7).

The following start up activities were completed in the reporting quarter in order to kick start the pilot LITS project.

The international LITS Consultant undertook a field trip to Adama, Hawassa, Yabello and Moyale from Monday 24th January to Monday 1st of December to apprise stakeholders of the LITS pilot project as well as to obtain a better understanding of the implementation of the LITS project. He visited export abattoirs, feedlots and market centers to familiarize the actors with the objective of the upcoming LITs Project.

At the end of the visit the advisor reported to the LITS Working Group that all stakeholders are very enthusiastic to implement the LITS pilot as they believe it will help them in strengthening their market linkages and competitiveness. According to the Advisor, actors he visited for the pilot had expressed their readiness to allow the LITs pilot to use feedlots and abattoirs for tagging and to provide the support the project may require. Some of them have already started tagging animals destined for the export market, but this is not recognized and is not up to OIE standards.

The database RFP is finalized and published for open bidding. Seven firms had confirmed their intent and submitted their proposal to bid for the LITS database. Queries from four companies were responded to and were posted on the CNFA website. The database bid evaluation committee carried out a series of meetings and evaluated bid documents.

The ear tag tender document has been prepared and was approved by the Ministry of Finance and Economic Development (MoFED) and is ready for publishing by the LVC/PPD project of the EU.

Procurement of office furniture, computers, GPS and two vehicles is underway and is expected to be ready for project use in January.

The LITS working group established to technically lead the pilot program has met five times during the quarter. Major issues discussed and agreed on WG meetings include:

- Approved proposed members of the working group and steering committee.
- The draft roles and responsibilities of the technical working group and the steering committee were circulated and a number of edits were made.
- Scope of works for three short term technical assistance including legal framework, premise registration and LITS communication strategy were discussed and enriched.
- Approved proposed members of a Selection Committee to evaluate both the tag and database tenders.
- The MoA reaffirmed that while dedicated office space was being sought, the LITS team can be accommodated at DVS offices with immediate effect.

Draft data entry and animal health certification forms are prepared; these include:

- Primary Health Certificate and Movement Permit – to cater for health certification at the market center, as well as act as a movement permit and data entry form;
- Arrivals Report – to record tagged animals arrival at a property;
- Animal Treatment Report – to record batch treatments in terms of quarantine requirements (e.g. vaccinations);
- Transfer Report – to record livestock movements off the property; and
- Deletions Report – to update records on the database of local slaughters, deaths, etc.

IR 2: Strategy 3: INSTITUTIONAL COORDINATION AMONG STAKEHOLDERS

Participate in regular quarterly monitoring and planning meetings with AGP at the regional and federal level (Activity 2.4.3.1)

During the reporting quarter, LMD participated in AGP coordination meetings at the regional and federal level. Regional coordinators presented plans and progress reports to the AGP steering committee.

Support and participate in the crop livestock TC meetings at the federal level (Activity 2.4.3.3).

The quarterly crop/livestock mixed farming system TC meeting was held during the reporting period. The study on PPP in livestock services, which was jointly conducted by the MoA, MoT, LMD and the AKLPD projected was presented.

IR 2: Strategy 4: APPLIED RESEARCH FOR DEVELOPMENT

Identify researchable issues (Activity 2.4.4.1)

AGP-LMD has initiated discussions with AKLPD on areas of collaboration in applied research for development. The following researchable areas are identified for potential collaboration:

- Land size, location and infrastructure requirements or standards for livestock industry development
- The effectiveness, efficiency and quality of the synchronization and mass AI services in the four regions
- Assess/study and compile requirements of potential importing countries for Ethiopian meat and live animals
- Develop a bio security system for dairy and MLA which would lead to certification and accreditation of facilities in the future
- Assess how best meat inspection training can be institutionalized and identify the capacity development needs
- Assess/compile causes of young stock mortality in the major production systems that would lead to the development of appropriate management and health extension packages.

During the reporting quarter, the Veterinary Service Directorate, LMD and AKLPD met to define the scope, approach and methodology of the Young Stock Mortality (YSM).

Prepare policy briefs on different studies (Activity 2.4.4.4)

The MoA and LMD have agreed to work on Policy Briefs jointly for the studies that have already been conducted, i.e. LITS, PPP, Livestock Transport and Privatization of Veterinary Services. The Policy Briefs are intended to inform key policy actors as well as main actors in the VC.

IR 2: Strategy 5: LINKAGE CREATION WITH OTHER USAID PROJECTS

Conduct joint sensitization workshop on the new live animal trade proclamation with GRAD (Activity 2.4.5.4).

During this reporting quarter, a joint AGP-LMD and GRAD MSP was held in Tigray and SNNPR. In the workshop, participants discussed the following issues:

- IR assessment results for livestock production and marketing intervention made by GRAD and LMD in the GRAD woredas. The respective IPs made the presentation.
- Progress on the six-month action plan on feed animal health, husbandry practices, markets, etc. The presentation was made by GRAD woredas.
- Progress on livestock marketing initiatives and future modalities. The presentation was made by SNV together with beneficiaries (union, traders, and farmers).
- New developments in the livestock sector (policies, exports figures, research findings, new projects, etc.) The LMD GoE capacity-building advisor gave a brief explanation on the new Live Animal Trading Proclamation and upcoming policies and regulations, including the pilot project of LITS.

LMD took the initiative and approached AKLDP to organize a workshop among the FTF partners working on livestock (PRIME, GRAD, and ENGINE) and LAND on sharing highlights of planned and implemented activities, possibilities for harmonization and building synergy. Each project made a presentation and this was followed by brainstorming and discussion. It was apparent during the discussion that there was better coordination between some projects (GRAD and LMD on push and pull, ENGINE and LMD on nutrition and Social Behavior Change) and less between others (LMD and PRIME). In addition, it was also revealed that LMD had clear activities and targets to meet while PRIME does not, and that they are expected to work together in achieving results through push and pull.

Table 17: Work plan progress monitoring table IR 2 Strategy 3: Institutional Coordination amongst stakeholders.

Activity Description	Unit	Quarter Performance (Oct- Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)										
		M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Tot.	M	F	Tot.				
		2.4.3 Institutional Coordination among Stakeholders																														
2.4.3.1 Participate on regular quartert planning and monitoring meeting with AGP at regional and federal level	# meetings	na	na	3	Ongoing	All the 4 regional coordinators participate at AGP coordination meetings and at federal level				5				5				5				5				na	na	10				20
2.4.3.2. Participate and contribute in the ACAL meeting at federal and regional level	# meetings				Postponed	ACAL meeting not organised				5				5				5				5									20	
2.4.3.3. Support to organize and participate in the crop livestock TC meetings at federal level	# meetings	na	na	2	Ongoing					1				1				1				1				na	na	2				4
2.4.3.3. Support for the developmet of PPP in quarantine, markets and transport management																																
2.4.3.2. Organize workshop on the PPP management on markets and quarantine stations	# participant																														40	

Table 18: Work plan progress monitoring table IR 2 Strategy 4: Applied research for development.

Activity Description	Unit	Quarter Performance (Oct- Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)										
		M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Tot.	M	F	Tot.				
		2.4.4 Applied Research for Development																														
2.4.4.1. Identify researchable issues on the new livestock marketing, veterinary privatization, livestock input supply system, infrastructure developmet.	# issue	na	na	2	Completed					5															na	na	5				5	
2.4.4.2 Commission studies on prioritized topics (identify collaborating institutions, develop ToR and commission studies)	# study	na	na	0	Ongoing	Discussions with partners on the scope of the studies started				1				2				1				1				na	na	0				5
2.4.4.3 Present study findings at regional MSP meetings (four at regional and one at federal level)	# report	na	na	0	Postponed					1								3				1				na	na	0				5
2.4.4.4 Prepare policy briefs on different studies (at Federal level)	# briefs	na	na	0	Ongoing								2					3							na	na	0				5	

Table 19: Work plan progress monitoring table IR 2 Strategy 5: Linkage creation with other USAID projects.

Activity Description	Unit	Quarter Performance (Oct- Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec.2014)			2015 Target (July 1, 2014-June 30,2015)										
		M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Tot.	M	F	Tot.				
		2.4.5 Linkage Creation with Other USAID Projects																														
2.4.5.1. Participate in the G8 alliance advocacy meeting facilitated by AKLDP and table three policy issues (VAT, live animal proclamation and privatization)	# meetings	na	na	0	Postponed	Meetings not organised				1				2				2				1				na	na	0				6
2.4.5.2. Document best practices and knowledge management for learning on feed, exto parasite and small ruminant mangemnet in collaboration with CASCAD	# documents	na	na	0	Postponed									1				1				1				na	na	0				3
2.4.5.3. Conduct regular meeting and discussion with PRIME to work on LITS, Live animal trading proclamation, PPP, National LS market information system	# meetings and events	na	na	2	Ongoing	PRIME participated in the LITS meeting				1				2				2				1				na	na	2				6
2.4.5.4. Conduct joint sensitization workshop on the new live animal trade proclamation with GRAD	# events	na	na	3	Ongoing	Stakeholders from GRAD targeted areas are included in the workshops held at SNNPR, Amhara and Oromia								4											na	na	3				4	

Analysis: Opportunities and Challenges

Opportunities:

The public institutions participating in the implementation of the AGP-LMD project activities have gradually developed a strong sense of ownership in the enabling environment issues LMD is working on. The LWGs, the MSP in SNNPR, the Live Animal Trading Proclamation workshop, the university industry linkage, and meat hygiene and safety workshops were organized by the respective public institutions. In all these activities we are highly encouraged that there is a strong realization policy. Institutional issues are critical if the livestock sector is to be transformed in supporting the value chain actors. LMD will gradually shift to facilitation, catalyzing change and provision of technical support.

Challenges:

There continue to be limitations to working in coordination with other USAID-funded projects to have a clear sharing of responsibilities and avoid redundancy. LMD is working with GRAD, based on the joint implementation plan.

LMD has begun discussions with AKLDP for better coordination. These efforts should be further pursued in earnest to create strong coordination, networking and sharing of experiences through the establishment of strong linkages. In the coming quarters, AGP-LMD will strive to collaborate with other USAID- and donor-supported projects such as LIVES, Capacity Building for Scaling up of Evidence-based Best Practices in Agricultural Production in Ethiopia (CASCAPE) (CIDA), EDGET (EKN), Capacity to Improve Agriculture and Food Security (CIAFS) and Pastoralist areas Resilience Improvement through Market Expansion (PRIME) to leverage their knowledge and expertise in their areas of operation, as well as to enhance coordination and collaboration in the implementation of planned activities.

IR3: IMPROVED QUALITY AND DIVERSITY OF HOUSEHOLD DIET THROUGH INTAKE OF LIVESTOCK PRODUCT

COMPONENT 5: ENHANCE THE NUTRITIONAL STATUS OF RURAL HOUSEHOLDS

IR 3: Strategy 2: BEHAVIOURAL CHANGE AND COMMUNICATION

Provide TOT to IPs and woreda nutrition focal persons on maternal and child nutrition modules for care groups (Activity 3.5.2.1.1).

During this reporting quarter, LMD organized a five-day ToT Training in Adama town for 24 participants (five female) from operational woredas in Oromiya and SNNP regions. Nutrition focal persons, the deputy and head of woreda health offices from six woredas, and woreda nutrition and HIV officers from HUNDEE and Self-Help Africa participated in the TOT training. The objectives of the training were: 1) To enhance the knowledge, skills and the capacity of IPs and woreda nutrition focal persons on dietary diversification, with a focus on consumption of livestock products for children aged 6-23 months, and pregnant and lactating women (PLW); and 2) To cascade the ToT to Health Extension Workers (HEWs), promoters and volunteers in order to provide quality, comprehensive and sustainable education, counseling, and support to promote optimal nutrition for children under two and PLWs, to attain a better nutritional outcome.

The training was conducted using the ToT training guide, which includes power point presentations, group work, presentations and group study. The guide consisted of six modules focusing on maternal nutrition, optimal breastfeeding practices, optimal complementary feeding practices with a focus on livestock product consumption, hygiene and sanitation, livestock product preservation and storage, and key communication skills and adult learning principles.

In addition, a live demonstration of complementary food preparation for 6-23 month children was conducted using materials such as cooking pots, medium-sized bowls, coffee cups, water jugs, soap and small cleaning cloths. Various types of animal products, such as pasteurized milk, dried meat powder (kuanta) and other local foods such as cereals, vegetables, fruits, oil and iodized salt were used. Different types of Information, Education, Communication (IEC)/Behavior Change Communication (BCC) materials, which show complementary food preparation processes, were also utilized.

The training was very participatory. At the end of the training, the two regions presented the action plans they proposed to do after returning to their offices. They agreed to target 50% of kebeles, and to list out the number of HEWs, health development armies (HDAs) and PLWs. HDAs will be trained immediately after the HEWs' training.

Provide training to agriculture extension workers/development agents on dietary diversity, key infant and young child feeding (IYCF) messages and livestock product preservation and storage messages (Activity 3.5.2.1.5)

LMD conducted a two-day dietary diversity training for agricultural development agents (DAs) in Dejen Woreda, Amhara region from December 21-22, 2014 for 30 participants (10 female). The main objective of the training was to build the capacity of DAs to transfer nutrition social behavioral change communication (SBCC) education to farmers/livestock owners at the community level. The training was mainly an overview of the LMD project, discussing why nutrition matters, nutrition priority groups, dietary diversification and the importance of consuming animal products, as well as safe milk and meat consumption. At the end of the session, trainees prepared a six-month action plan and provided key messages for social behavior change (SBC) actions. In addition, the trainees agreed to report on their progress on the 15th of each month in the Ethiopian Calendar. It was also agreed that the reporting channel would be through the woreda Agriculture Office, so that IPs can collect the reports from the office.

Reach farmers/livestock owners with SBC messaging through Agriculture Extension Workers (AEWs) or DAs in 50% of the kebeles per woreda (Activity 3.5.2.1.6).

SBCC will not be successful unless it addresses the household in general. Even though the LMD SBCC targets are pregnant and lactating mothers, fathers play a major role in household decision-making, not only with regard to economy but also on what food appears on the plate. To enhance men's involvement in SBCC, LMD has been targeting farmers, particularly through DAs who have frequent contact with farmers. As DAs or AEWs work closely with farmers and support improved agricultural production, they can be used as a channel for health linkages by building on their knowledge and skills in dietary diversity, with a focus on animal source consumption. They can provide high quality, comprehensive and sustainable education, as well as counseling and support for husbands. In order to achieve this objective, LMD trained DAs (specifically animal health workers) on dietary diversity in the previous reporting quarter. Those trained DAs reached farmers/livestock owners with SBC messages at different contact points. During the reporting quarter, DAs reached mothers and fathers (farmers) in the ten deep focus woredas of Tigray, Amhara, Oromiya and SNNP regions. DAs have been providing nutrition counseling on dietary diversity and child feeding, the importance of diversified food, and additional meals for pregnant and lactating mothers at different contact points, such as mass gatherings (mostly during development day, which most of the farmers attend), home visits, and at farmers' training centers (FTCs). In all regions, 13,783 (4542 female) farmers were reached during the reporting quarter. In addition, through these farmers, 3032 children under five (1544 female) were reached as parents agreed to improve/diversify their children's diet.

Table 20: Farmers reached through DAs from October-December, 2014

Woreda	October		November		December		Total	
	M	F	M	F	M	F	M	F
Ambo							0	0
G/Garso	483	618	433	342	352	443	1268	1403
L/Bilbilo	2046	610			914	481	2960	1091
Lume	369	74			204	174	573	248
Bahirdar	234	156					234	156
Dejene	452	255			135	42	587	297
Metema	369	211			69	18	438	229
Azernet	0	0					0	0
W/Genet	181	99					181	99
Humera	3000	1019					3000	1019
Total	7134	3042	433	342	1674	1158	9241	4542

IR 3: Strategy 3: AVAILABILITY (Improve Availability of Livestock-Based Foods)

Conduct nutrition education and cooking demonstrations focusing on livestock products at the health post level (Activity 3.5.3.1.8).

Cooking demonstrations, an approach that allows mothers to learn from practice, involves mothers in preparing porridge with different food groups. As a result, mothers' interest in and willingness to prepare diversified food is increased. Accordingly, a cooking demonstration was conducted in My-woine Keble, Kafta Humera woreda, Tigray region. A total of 148 mothers (32 pregnant and 116 lactating) attended the demonstration and received nutrition education.

The second World School Milk Day event was celebrated in collaboration with IR1 and the nutrition team participates in Mekele at SOS Children's Village and in Adigrat at St. Angela's elementary schools in Tigray region on October 25, 2014, Bahir Dar Dilchibo primary school in Amhara region on October 28, 2014, Tabor elementary school in SNNP region on October 30, 2014 and Adama Number III primary and secondary school of Oromiya region on November 27, 2014. The objective of the celebration was to initiate school milk feeding programs and promote safe milk consumption among school children and their family members and nutritional target groups of the community. Awareness-raising was done one day prior to the milk day celebration using the mobile team in key public places around the towns.

The event focused on the nutritional benefits of drinking safe milk as part of a regular diet and the importance of boiling/pasteurizing milk. Various educational activities were used, such as poems, songs and drama, and t-shirts were distributed. In addition, yogurt, pasteurized milk and cheese were provided for consumption during the event. A total of 3142 participants (1473 female) including students, families and teachers attended the event.



Figure 22: School Milk Day participants in Bahir Dar



Figure 23: Awareness creation about School Milk Day in Adama Town

Provide quarterly training to HEWs on maternal and child nutrition modules to be implemented with the care group approach (Activity 3.5.3.1.2).

LMD, in collaboration with Self-Help Africa, organized a two-day training of care group modules on maternal and child nutrition for 32 HEWs and woreda nutrition focal persons (28 female) in Wondogenet and Mirab Azernet woredas. The training was conducted from December 13-14, 2014 in Wondogenet and December 25-26, 2014 in Mirab Azernet. Health experts who attended ToT on maternal and child nutrition in November delivered the training. The major topics of the training were the importance of the first 1000 days for children under two years, the nutritional value of livestock products, complementary feeding, dietary diversity and care group establishment. The purpose of the training was to refresh HEWs on issues related to maternal and child nutrition and make them aware of LMD's care group approach. This is a quarter-based training, and the remaining two modules will be provided during the next quarter. Trained HEWs will participate in the establishment of care groups in their respective kebeles and will provide the same training to care group volunteers. Finally, trained care group volunteers will transmit key nutrition messages to lactating and pregnant mothers regularly.

Photographs were taken in three selected target woredas (Girar Jarso, Azernet and Humera) for flip chart, poster, flyer and leaflet utilization. The photos were taken by a private consultant, Zeleman Film Production. The national SBC developer and LMD SBC specialist participated in the photo shoot to ensure the quality and content of the pictures.

Establish and support school nutrition clubs in transmitting nutrition messages, including safe milk and meat consumption messages, via school mini-media (Activity 3.5.3.1.5)

To reach the targets via different approaches, LMD planned to establish a nutrition school club. Accordingly, a one-day orientation to establish a school nutrition club was provided for 40 (20 female) schoolteachers, students and woreda school office representatives on December 20, 2014 in Metema and Dejen woredas of Amhara regions.

The objective of this orientation was to make participants aware of nutrition issues and their impact on health, education, and productivity, and to enable participants to establish school nutrition clubs at the school level for the promotion of maternal and child nutrition at the school and household level.

At the end of the session, the participants agreed to establish school nutrition clubs with the support of woreda-level IP staff within a short period of time. They also plan to provide orientation to students and schoolteachers about nutrition, and to regularly transfer nutrition messages using the school mini-media. It was agreed that the reporting channel will be the Woreda Education Office, so that ORDA can collect the reports from the office.

Establish woreda-level multi-sectoral nutrition task forces and provide awareness-raising to the task forces on nutritional value of livestock products, stunting and its impact, and prevention activities to gain the support from the different sectors (Activity 3.5.3.3.1)

A multi-sectoral nutrition and HIV/AIDS woreda task force orientation was conducted at Metema and Dejen woredas for 22 participants (one female) from different woreda sector offices such as Administration, Health, HIV/AIDS Prevention and Control Office (HAPCO), Agriculture, Education, Women and Children Affairs, Water, Mining and Energy, as well as the Amhara Credit and Saving Institute (ACSI), Trade, Finance, Communication and Technical and Vocational Education (TVED) offices and AGP focal persons. The main objective of the orientation was to raise the level of awareness on the adverse effects of malnutrition and HIV/AIDS on the overall socio-economic development of the country. In addition, the orientation introduced the LMD Project's 2015 nutrition and HIV/AIDS activities as part of the woreda plan in order to get support from the task force.

The meeting participants agreed that all of them should be members of the Multi-Sectoral Nutrition and HIV/AIDS Economic Strengthening (ES) Task Force of the woreda. They also decided to take the IR3 plan as part of their plan and follow up on its implementation regularly.

Sensitize kebele-level task forces/command posts about the nutritional value of livestock products (Activity 3.5.3.2.5).

During the reporting period, half-day kebele-level sensitization on nutrition, dietary diversity and livestock consumption for government officials was provided at four kebeles of Metema woreda.

Mainstream dietary diversification and other nutrition sensitive topics in diary trainings of FBO, Cooperatives and other IR 1 targeted trainings (Activity 3.5.2.7).

The LMD nutrition team, in collaboration with the gender advisor, mainstreamed nutrition training in the women entrepreneur and leadership training in Amhara and Oromiya regions. During the training different nutrition topics were discussed, such as what nutrition is, what malnutrition is and what causes it, types of malnutrition, vulnerable groups for malnutrition; how gender affects nutrition, and what the first 1000 days mean. Participants showed interest in the training and requested a more detailed training and manual on the issues.

IR3 Strategy 4: HIV/AIDS wrap-around program

AGP-LMD's HIV/AIDS wrap-around program works to improve the nutrition and economic status of HIV-affected and infected households by linking People Living with HIV (PLHIV) with ES activities. During the reporting quarter, the HIV/AIDS and ES team assessed the existing implementation status of HIV/ES programming in the project woredas and reviewed the major activities of the project, mainly PLHIV target identification, selection for saving and credit group (SCG) formation, and approaches in leveraging the financial constraints of existing PLHIV groups. The team provided capacity-building training for IPs, woreda-level technical teams and PLHIV SCG members. Technical support and supervision were also conducted in project woredas so as to improve the performance of IPs, woreda steering committees and SCGs that have been created in Amhara and Tigray regions. The SCGs are target beneficiaries of the project. They make regular contributions into group savings, and after a period of time pool funds that are either invested in a joint group enterprise or individual businesses.

Identify and select target beneficiaries and provide orientation (Activities 3.5.4.1.1 and 3.5.4.1.2)

Target beneficiary identification and selection was carried out in Metema and Dejene woredas in Amhara region. During the reporting period, 108 participants (70 female) received a half-day orientation on the purpose of SCG formation in reducing the economic and social burdens of the disease. The orientation was also used to assess participants' readiness and to prepare them for SCG formation and loan management training. A woreda-level technical team actively participated in the identification, selection and orientation of target beneficiaries in the project areas.

Conduct SPM ToT Training for IPs and relevant stakeholders (Activity 3.5.4.2.1)

LMD organized business SPM ToT training for 23 participants (two female) from LMD, IPs and relevant stakeholders. The aim of the training was to provide knowledge and skills on how to train and support beneficiary targets at the community level in creating viable microenterprises and improving their economic status.

The training was held from November 11-15, 2014 in Gondar town. The training was participatory, including various exercises, brainstorming sessions, and small and large group discussions. It was also supported by a field-level market assessment and presentation.

To assess the participants' level of experience and previous exposure to similar trainings, a pre- and post-test assessment was conducted. The pre-test result showed an average score of 55% (with 75% and 30% the highest and lowest scores, respectively) while the post-test result showed an average score of 73.5%, with the lowest score at 55%. The results indicated that the ToT participants have acquired the required knowledge and skills regarding microenterprise selection, planning and management, and are capable of providing similar trainings at the community level for the target beneficiaries in the project interventions woredas.

Provide SCG training to eligible clients (Activity 3.5.4.2.5)

SCG formation and loan management training was delivered to 27 PLHIV (20 female) in Metema woreda. The training was given to PLHIV to help them understand the general principles and benefits of saving in a group, and acquire the skills and knowledge for creating and managing community-based SCGs. During the training session, the participants supported the establishment of group-based savings and selected representatives of the group to pull the team together and manage the group independently. They also supported the development and formulation of bylaws that govern the group members.

Provide technical support to project woredas (Activity 3.5.4.2.4)

During the reporting period, the HIV/AIDS and ES team, along with IPs, visited each project implementation site. The main purpose of the visits was 1) to oversee the activities of the Woreda Steering Committee and provide support for further enhancing their participation and commitment in the implementation of the program; and 2) to observe the progress of SCGs, and identify gaps that need further support and follow-up.

The team visited the existing 33 PLHIV SCGs in Amhara and Tigray region and discussed with the members of each group the activities accomplished so far, challenges in running and leading the group, expected roles of group members and upcoming activities of the program.

The team observed that all SCGs visited are keeping records and documents properly and have regular meeting and saving days. Some groups have already started providing loan services to their members.

During the discussion, SCG representatives noted that the total amount of money saved by members is not enough to provide loans to members who wish to engage in income-generating activities. Therefore, they proposed additional sources of support to access a broader range of business services. In addition, some group members reported that due to poor awareness on HIV/AIDS, some members of the community have prevented them from participating in different community-based activities, which weakens their social participation and networks.

Major focus areas and activities of HIV/AIDS activities in the coming project implementation periods

- Provide continuous support to IPs, Woreda Steering Committees and the technical team to enhance their participation and commitment.
- Work to assess and evaluate their readiness to transfer grant funds for eligible SCG members who are ready to start businesses.
- Work to strengthen the referral and networking system in project areas to address other substantial needs of PLHIV engaged in SCGs

The main challenge encountered during the reporting quarter was: The duration of the contracting process of the IPs for the Year 3 task order which led to the postponement of a number of planned activities. The contracts are signed now and IPs has started implementation.

PRO-POOR AND CROSS CUTTING ISSUES

PRO POOR VALUE CHAIN DEVELOPMENT

Organize quarterly MSPs per region (Activity 1.4)

MSPs were organized in the four regions for private, government and VC actors. The preparation and organization was jointly done by GRAD and LMD. During the MSPs in Oromiya and SNNPR, the new Live Animal Trading Proclamation was discussed with the objective to create more awareness and understanding about the proclamation.

Market Linkages (Activity 2.2)

216 households from GRAD targeted areas were linked to Abergelle slaughterhouse in Tigray during the reporting period.

Organize B2B meeting/workshop for suppliers from PRIME and buyers (Activity 2.1) and Link producers to processors/supply workshop (Activity 2.4)

Three supply workshops were organized in collaboration with the PRIME project during the reporting period. The main objective of the workshops is to bring livestock buyers and suppliers together to discuss about market requirements and supply challenges. The Oromiya workshop was organized in Adama on December 25, 2014. Participants included feedlot operators, live animal traders, abattoirs, suppliers, government organizations and trade offices. LMD invited buyers from Oromiya and SNNPR, and PRIME invited the suppliers of the animals (individuals, cooperatives and unions) from Somali, Oromiya/Borena and Afar regions. By the end of the workshop, fifty-two business deals were signed between producers and buyers.

The Amhara supply workshop and B2B meeting was organized jointly by GRAD and LMD in Gondar. The participants were feedlot operators, live animal traders, abattoirs, suppliers and government organizations. Buyers and producers signed twenty-two business deals for input and animals sales at the workshop.

LMS and GRAD organized a B2B meeting and supply workshop in Tigray during the reporting period. The participants included representatives from the regional government, private enterprises such as abattoirs and slaughterhouses, and individual producers as well as cooperative unions. Twenty-six business deals were signed among the suppliers and buyers of livestock

A supply workshop is planned for SNNPR in January/February.

Identification and training of Cooperatives, CIGs, FEMAs and Unions, Input Suppliers, Processors, Buyers, Private and Public Animal Health service providers for the provision of training (Activity 4.1).

In December, preparations for the training, which will take place in January/February 2015, were ongoing. The selection of Cooperative/CIG leaders who will participate in the training is almost finalized in Tigray, Amhara and SNNPR regions.

Assessment of actors' capacities and estimate of budget (Activity 5).

An assessment of the capacities of small businesses, such as input suppliers, animal collection centers and feedlot operators is ongoing. In January the assessment reports will be finalized. The assessment is the basis for the development of small grants applications to GRAD or LMD.

Encouraging processors/traders to provide embedded services to producers (Activity 7).

The importance of embedded services (such as the provision of training, feed on credit and transport) is discussed with processors, feedlot operators and live animal exporters whenever the opportunity arises during workshops and meetings.

Study tours to AGP woredas from food insecure woredas in: (Activity 8).

GRAD and LMD organized a study tour/experience-sharing visit in June 2014. As a result of the visit, 18 cooperatives in Oromiya and 7 in SNNPR are being established. The cooperatives are waiting for their licenses from the cooperative offices in their respective regions.

Identification of study tour participants from food insecure woredas to AGP woredas is finalized in the Tigray, SNNPR and Amhara regions. The study tour is planned for February/March 2015.

Identify women entrepreneurs for training (Activity 9.2) & Conduct business technical and leadership training (Activity 9.3).

The selection of women who qualify for the women entrepreneurship training was finalized in the reporting period. And LMD prepared the SoW and completed the selection process of the trainers. The first module of the training is planned for January.

Relationship-building with partner organizations (Activity 13).

LMD took the initiative to meet with AKLDP to discuss how to facilitate coordination and collaboration between USAID's project that work in the livestock sector. This resulted in a meeting of USAID projects' working on and with livestock organized by AKLDP. Creating more clarity amongst the project regarding the different roles and responsibilities was the objective of the meeting. The outcome of the meeting was the following:

- Hold more regular thematic meetings (e.g. livestock/crop coordination)
- Work together to develop and produce technical and policy briefs
- Develop a shared website where key FTF documents can be uploaded
- Embed FTF liaison officers in the MoA

Table 25: Work plan progress monitoring table Pro-Poor and Cross Cutting Issues: Pro-Poor Value Chain Development (Cont.).

Activity Description	Unit	Quarter performance (Oct-Dec 2014)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Dec 2014)			2015 Target (July 1, 2014- June 30, 2015)							
		M	F	Total			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total	
5. Assessment of actors capacities and estimate of budget:																													
5.1. Input suppliers	# actors	na	na	0	Ongoing	Assessment completed and report expected from IPS																							
5.2. Collection centers	# collection centers	na	na	0	Ongoing																								
5.3. Feed lot operators	# feed lot operators	na	na	0	Ongoing																								
6. Brochure and field day preparation support to Bokra Union; Tigray region	# brochure and participants				Cancelled																								
7. Encouraging processors/traders to provide embedded services to producers	# processors	8	0	8	Ongoing	Discussions are underway.																							
8. Study tours to AGP woredas from food insecure woredas in:																													
8.1. Amhara	# participants	na	na	0	Ongoing	Selection of participants by the Woreda Agricultural Offices in process																							
8.2. Tigray	# participants	na	na	0	Ongoing																								
8.3. SNNPR	# participants	na	na	0	Ongoing																								
9. Women entrepreneurship																													
9.1 Coaching to trained women entrepreneurs	# trainees	0	25	25	Ongoing																								
9.2 Identify women entrepreneurs for training	# women	0	80	80	Completed																								
9.3 Conduct business, technical and leadership training, nutrition and HIV/AIDS.	# women	0	0	0	Ongoing	Preparations started, training planned for January/February																							
9.4 Conduct study tours and experience sharing	# women																												
10. Joint learning and M&E activities																													
10.1 Joint field visits to GRAD woredas	# woredas	na	na	0	Postponed	Planned for February																							
11. Participating in workshop and conferences related with pro-poor/safety net programs for the purpose of learning and sharing experience; locally and abroad	# participants				Cancelled																								
12. Update the Push Pull strategy	# documents				Completed																								
13. Relationship building with AKLDP and other new partners working on Pro-Poor activities	# organization	na	na	1	Completed																								
14. Experience sharing visits related with pro-poor activities (abroad) like contracting, embedded services) with GRAD and coop/FEMA and food security office	# participants				Cancelled																								
15. Select participants for the study tour in Zimbabwe	# participants				Cancelled																								
16 ToT training on fattening for GRAD beneficiaries	# participants	na	na	0	Postponed	Planned for March 2015																							
17 Lobbying with government bodies for the establishment of cooperatives in GRAD woredas	# cooperatives	na	na	25	Ongoing	25 Cooperatives are being established, and are waiting for license.																							

PRO-POOR AND CROSS CUTTING ISSUES

NATURAL RESOURCE AND ENVIRONMENTAL MANAGEMENT

Conduct environmental assessment (screening, CE, ERR, IEE) for new grantees (Activity 1.3).

In the second quarter, more emphasis was given to the development of the Environmental Review Report (ERR) for potential grantees (women, cooperatives/unions, and enterprises). During the quarter, a total of 36 ERRs were prepared and cleared by USAID. To date a total of 54 ERRs are cleared by the USAID Mission (from RFA#1 and RFA#2).

Implement EMMPs (training to IPs & Partners, assist in the practical implementation, EMMR and monitoring) (Activity 1.4).

The implementation of the EMMPs is a key success factor for grants implementation. The grantee's account managers play an important role in monitoring the progress of EMMP implementation. To this effect LMD organized on December 31, 2014 training for LMD account manager so that they can support the grantees with the EMMP implementation and properly report the progress made.

Biogas piloting assessment/study (Activity 1.6)

In this quarter, the assessment of biogas digester plant demands for three businesses sectors (feedlots, dairy and slaughterhouses) was finalized. The final report is completed and accepted.

PRO-POOR AND CROSS CUTTING ISSUES

INFORMATION & COMMUNICATION TECHNOLOGY (ICT)

Training on livestock market data collection, analysis and supervision for data collectors and supervisors (Activity 2.2).

During the reporting period, the Ministries of Trade and USAID LMD and PRIME projects have organized the training from October 28 to 29, 2014. The Ministry of Trade selected the 117 participants from Amhara, SNNPR, Oromiya, Tigray, Afar, and Somali regions. The training focused on the objective of the NLMIS, the methodology of livestock market data collection, market monitoring protocols, the NLMIS architecture, breed coding, livestock grading, data collection, market coding, coding for sending/receiving data, reporting techniques, analysis and information dissemination channels.



A practical session was undertaken at Addis Ababa Kera livestock market.

Figure 14: NLMIS national data collectors training

As a result of the training, 72 data collectors started sending real-time livestock market price information from 47 livestock market centers located in Amhara, Oromiya, Tigray, SNNPR, Afar, and Somali regions. (Please visit:

<http://www.lmiset.net/Pages/bl.ashx?cmd=GetMarketReport&marketIds=&animalIds=&breedIds=&ageGroupIds=&genderIds=&gradeIds=&subCommand=&stopDate=&interval=Biweekly>).

Organize Joint awareness creation campaign at federal and regional levels to promote livestock market information system (Activity 2.3).

In the month of December LMD discussed with the Ministry of Trade and PRIME on possible collaborations to organize joint awareness creation campaigns at regional and federal level. The campaign will focus on creating awareness among potential livestock actors to use the National Livestock Market Information System, NLMIS, as a source of livestock market price information. In that regard, the three parties tentatively agreed to organize the first-phase joint campaign in SNNP region by the end of January, 2015.

ICT support to grantees, private dairy processors, AI service providers, meat export abattoirs and the Oromiya Bureau of Islamic Affairs (Activity 3.1.2).

In this quarter, the ICT unit, in collaboration with LMD's dairy value chain experts, continued to develop content management systems for 6 private dairy processors, and 1 partner governmental institute based on their ICT support requests. LMD's dairy value chain experts assessed the requests and made the selections.

In addition, LMD discussed with the National Artificial Insemination Center (NAIC) the ICT capacity building requests by the center. The discussion focused on identifying and prioritizing fundamental needs of the center. As a result, the center reflected on its ICT support needs and wishes to strengthen its data center physical network infrastructure and upgrade the database server. In addition, the center also emphasized the need for ICT capacity building for its network and database administrators.

Pilot Online HACCP documentation system for certified abattoirs (Activity 3.2.3).

LMD continued working on the development and implementation of web-based HACCP documentation system. The ICT team worked together with LMD's MLA value chain experts in selecting a competitive quality control expert who will participate in the assignment.

Introduce ICT tools to enable women access to information (Activity 5.1)

During the regional women entrepreneur and leadership training sessions, the ICT unit promoted the NLMIS and created awareness about the system of women entrepreneurs in Tigray, Oromiya and SNNPR regions. 20 women entrepreneurs from Tigray, 29 from Oromiya, and 17 from SNNPR attended the session. The women were also introduced to IVR (Interactive Voice Response) based information systems such as ATA's agricultural information service. Trainees from Oromiya showed an interest to access the NLMIS via SMS using their mobile phone, while trainees from Tigray, Amhara and SNNPR regions are much comfortable with accessing the IVR system. The assessment has provided an important input for further adjustment of NLMIS.

Technical and financial assistance to the ministry of agriculture to pilot animal disease notification and investigation system (ADNIS) (Activity 7.1).

During this quarter, LMD continued working with the Ministry of Agriculture and other stakeholders to finalize and pilot the Animal Disease Notification System (ADNS). The mapping exercise, including the integration of the woredas uploads, was completed. Extra features were added to the system which can now be seen using the admin interface to the system. (*Please visit <http://notification.systems/> username: admin, Password: admin*).

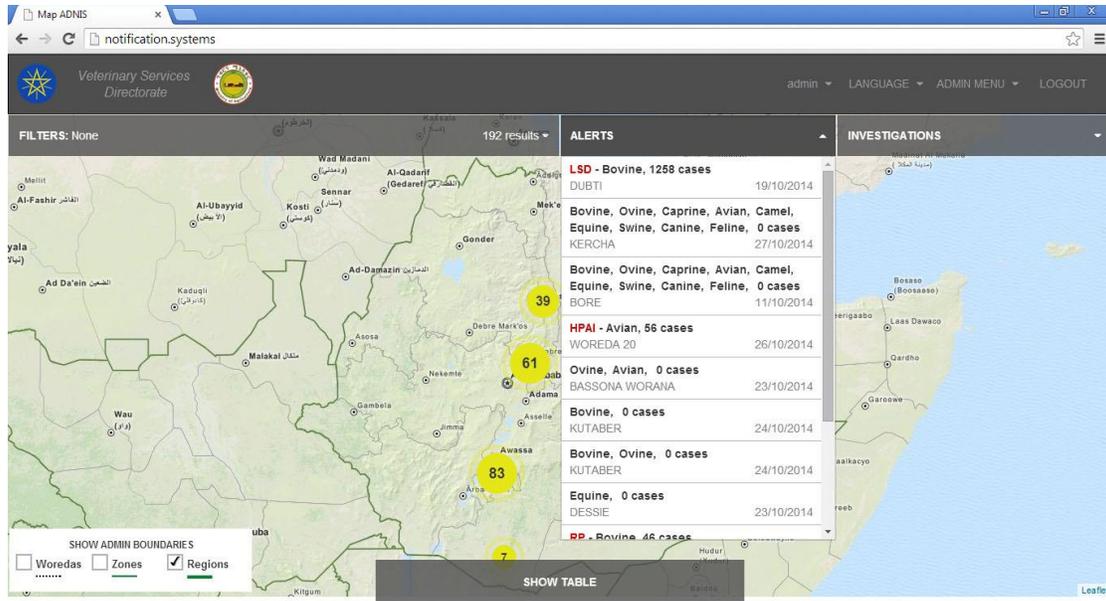


Figure 25: Animal disease notification system

The new features include an activity feature so that users that are not sending data can be flagged as well as have the ability to send emails and sms when a serious disease is reported. Another feature is 'Trusted IMEI' which only lets reports onto the system coming from IMEI's trusted by the system. Also a standalone version of N-Alert was developed which can be installed on any machine running windows OS, which is now filtering outgoing disease alert messages based on defined criteria by the administrator. In addition, the assignment of disease outbreak reference numbers on N-Web and the possibility of circling potential disease outbreaks with a pointing device on a map are almost completed. The outbreak reference number is used to update Woreda outbreak reports under the National Disease Reporting System (NADS). The ADNIS will officially be launched on Monday January 13, 2015.

Technical and financial assistance to the ministry of agriculture to pilot livestock identification and traceability system (LITS) (Activity 7.3)

In the reporting period the ICT unit supported the preparation of the RFP for the LITS database procurement. Furthermore, the ICT unit reviewed technical proposals of 8 bidding companies. The outcome of the technical evaluation is submitted to the evaluation sub-committee which was included in the evaluation report that was presented to the LITS working group at MoA on December 19, 2014.

MONITORING AND EVALUATION

During the quarter, the M&E team accompanied USAID's Data Quality Assessment team to Amhara and Tigray. Preliminary recommendations from the assessment were taken into account by the team. The final report from the DQA is not yet received. The M&E team submitted the Year 2 data to the FTFMS system and responded to questions for clarification from USAID following the uploading.

HUMAN RESSOURCES

During the quarter, LMD welcomed 3 new employees to the access to finance and investment team who will be working on Strategy 10: Supporting the grants implementation and stimulate investments and access to finance throughout the value chain.

The recruitment process for the four LITS experts was successfully concluded and the recruited staffs were scheduled to start on January 1, 2015. However, on request of the State-Minister for Livestock Resource Development, USAID requested LMD to hold the recruitment process. The four candidates have been informed that their offered positions are no longer available. LMD waits for further instructions from USAID on how to go forward.

The Learning, Communications and M&E Director's recruitment was successfully concluded and a candidate was proposed to USAID. However, due to an error in the recruitment process, USAID requested LMD to re-advertise the position. This delays the implementation of the learning and communications strategy of LMD.

Three LMD staff resigned LMD during the reporting period: the PEPFAR Grants coordinator, the Oromiya Regional Coordinator and the Livestock Value Chain Advisor. The replacement for the Grants coordinator is approved. The recruitment process for the Oromiya Regional Coordinator is on progress. The replacement for the international Livestock Value Chain Advisor was submitted to USAID for approval.

LMD faced during the reporting period problems with two recruitment process, for the M&E coordinator and for the Oromiya Program Officer. In both cases the selected candidates declined their offer after USAID approval. LMD offered the position of the M&E Coordinator to the second candidate. The position for the Oromiya Program Officer was re-advertised.

The hiring of the proposed third clearer for LMD was declined by USAID.