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# Agricultural Growth Program- Livestock Market Development

*Expanding Livestock Markets for Smallholder Producers*

QUARTERLY REPORT (January-March 2015)



Submitted: 15 April 2015

AID-663-C-12-00009

Prepared by AGP-Livestock Market Development Project

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## ACRONYMS

ACAL	AGP, CASCAPE, AMDe and LMD (AGP Coordination Group)
ADNIS	Animal Disease Notification and Identification System
AEW	Agricultural Extension Worker
AGP	Agricultural Growth Program
AGP-AMDe	Agricultural Growth Program-Agribusiness and Market Development
AHA	Animal Health Assistant
AI	Artificial Insemination
AKLDP	Agricultural Knowledge, Learning, Documentation and Policy Project
ALPPIS	Addis Livestock Production and Productivity Improvement Service
ARARI	Amhara Regional Agricultural Research Institute
ATA	Agricultural Transformation Agency
B2B	Business-to-Business
BCC	Behavior Change Communication
BDS	Business Development Services
BOA	Bureau of Agriculture
CAHW	Community Animal Health Worker
CBO	Community Based Organization
CDTF	Capacity Development Task Force
CE	Categorical Exclusions
CG	Care Group
CIG	Common Interest Group
CMS	Content Management System
CO	Contracting Officer
CoP	Chief of Party
COR	Contracting Officer's Representative
DA	Development Agent
DCA	Development Credit Authority
DCA-LPG	Development Credit Authority-Loan Portfolio Guarantee
DCoP	Deputy Chief of Party
ELTA	Ethiopian Livestock Traders Association
EM	Effective Microorganisms
EMDIDI	Ethiopian Milk and Dairy Industry Development Institution
EMMP	Environmental Mitigation and Monitoring Plan
EMPEA	Ethiopian Meat Processors and Exporters Association
ERR	Environmental Review Report
ES	Economic Strengthening
FTC	Farmer Training Center
FtF	Feed the Future
GoE	Government of Ethiopia
GRAD	Graduate Resilience to Achieve Sustainable Development
GTP	Growth and Transformation Plan
HEW	Health Extension Worker
HUNDEE	Oromo Grassroots Development Initiative
ICT	Information and Communications Technology
IEE	Initial Environmental Examination
IIE	Institute for International Education
IMC	International Medical Corps
IR	Intermediate Result

IP	Implementing Partner
IYCF	Infant and Young Child Feeding
LITS	Livestock Identification and Traceability System
LMD	Livestock Market Development Project
LMIS	Livestock Market Information System
LVC-PPD	Livestock Value Chain-Public Private Dialogue
LWG	Livestock Working Group
MCH	Maternal and Child Health
MEO	Mission Environmental Officer
MLA	Meat and Live Animals
MoA	Ministry of Agriculture
MoH	Ministry of Health
MoI	Ministry of Industry
MoT	Ministry of Trade
MoU	Memorandum of Understanding
MQS	Mille Quarantine Station
MSME	Micro, Small and Medium size Enterprises
MSP	Multi-Stakeholder Platform
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
PRIME	Pastoralist areas Resilience Improvement through Market Expansion
REST	Relief Society of Tigray
SACCO	Saving and Credit Cooperative
SBC	Social Behavioral Change
SBCC	Social and Behavior Change Communication
SCG	Saving and Credit Group
SHA	Self Help Africa
SNNPR	Southern Nations, Nationalities, and Peoples' Region
SOP	Standard Operational Procedures
SPM	Selection, Planning and Management
SoW	Statement of Work
STTA	Short Term Technical Assistant
SWOT	Strengths, Weaknesses, Opportunities and Threats
TAMPA	Tigray Agriculture Marketing Promotion Agency
TOR	Terms of Reference
ToT	Training of Trainers
USAID	United States Agency for International Development
VC	Value Chain
VESA	Village Economic and Social Associations
WALN	Women in Agribusiness Leadership Network

## PROGRAM OVERVIEW

USAID-Ethiopia's Agricultural Growth Program-Livestock Market Development (AGP-LMD) Project is a five-year project implemented as part of the U.S. Government's Feed the Future (FtF) Initiative. This investment, in concert with the crop value chain program (AGP-AMDe), 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 and dairy. Program operations take place in AGP-targeted woredas of Tigray, Amhara, Oromiya, and Southern Nations, Nationalities, and Peoples' Region (SNNPR), in order to effectively reach large numbers of smallholder producers. In addition, the Project uses and builds upon local organizations' experience and extensive professional and social networks throughout these four regions.

The AGP-LMD project addresses USAID's Strategic Objective of improving smallholder incomes and nutritional status through the achievement of three key USAID intermediate results, involving five program components. The project applies a holistic value chain development approach to ensure that the program transforms the targeted value chains from infancy to maturity. This self-propels value chains, capable of taking ownership of their own future development, by addressing systemic bottlenecks and facilitating value chain participants' own engagement and investment.

## EXECUTIVE SUMMARY

In February 2015, USAID approved CNFA's upscaling proposal for the establishment of 100 milk collection centers, which will result in an additional 135,000 liters of raw milk collected, processed and marketed, and 100 private artificial insemination (AI) providers in the four target regions. USAID made \$3.5 million available for the proposal.

As of 31 March, AGP-LMD has successfully committed USD 1,966,000 (28percent) of its targeted USD 7,010,000 in grant funding under the Innovation Grants component. Twenty-four grants (24) have been fully executed. Thus far, the majority of these awards have gone to support innovative activities in the Dairy Sector (17 totaling \$ 1,567,000 or 75percent of the committed funding). There are 26 Innovation Grant applications still in the pipeline and currently being processed, together with an additional 25 unsolicited grants under consideration, the remaining two-thirds of AGP-LMD's funding will not prove difficult to expend.

AGP-LMD contributes to the development of the USAID framework for the push/pull approach by providing its push/pull strategy, insight, experiences and results with the USAID LEO project. The framework is published on USAID's MicroLinks website and references APG-LMD in key areas of the publication.

The value of domestic sales (collected at the farm level) attributed to project implementation in the reporting quarter is \$74,867, benefitting 472 households.

The number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving U.S. government assistance increased from 499 to 613 by the end of this quarter. This accounted for 88percent of the Life of Project target. The 114 additional enterprises that were assisted by the project received capacity development services such as business plan development, livestock management training, participated in entrepreneurship, and leadership programs, business-to-business (B2B) forums, business-to-investor forums, or are receiving grants.

The value of new private investment in the livestock sector or food chain for this quarter is \$2.7 million, of which \$2.625 million is for meat and live animals (MLA) and \$80,000 for the dairy sector. AGP-LMD works closely together with the USAID/Development Credit Authority (DCA) credit guarantee facility to assure the bank loans.

AGP-LMD has also made significant progress on livestock policy, and in the reporting quarter two new policy issues reached the State Minister for signing: the Public-Private Partnership (PPP) of Mille Quarantine Station (MQS), and the increase in the length of rural land leases from five years to 25 years in Amhara region.

AGP-LMD has also made progress on building the capacity of targeted value chain actors: 1528 participants (30 percent female) have received short-term agricultural training.

By the end of the reporting quarter, the number of children under five reached by Project-supported nutrition programs was 2,454 (1355 female). The number of people trained in child health and nutrition through Project-supported programs was 26,712 (10,735 female). The nutrition team particularly picked up momentum in implementing Social and Behavior Change Communication (SBCC) campaigns and cooking demonstrations.

AGP-LMD also supported the participation of value chain (VC)-related businesses in the 2015 Gulf Food Fair. These preparations were carried out in collaboration with USAID's AGP-AMDe and PRIME projects. AGP-LMD supported the Ethiopian Ministry of Trade (MoT) in its preparations leading up to and in its actual presence at the Fair, which was held from February 8–12, 2015. AGP-LMD financed the Ethiopian MoT pavilion and supported livestock actors in their preparations, presentations and negotiations during the Fair. The Ethiopian pavilion displayed Ethiopia's finest products, such as meat and livestock products, sesame, coffee, honey, and pulses. During the event, five international deals were made to purchase meat and live animals from Ethiopia, for a total value of \$7.1 million.

CFNA's request for registration at Ethiopia's CSA office was declined during this quarter. The key reason for the rejection is the nature of the AGP-LMD project, which, according to the CSA Officer, does not provide direct support to the poorest of the poor communities in Ethiopia, and can therefore not be registered under the CSA laws. The officer mentioned an alternative for registration through a MoU under the bilateral agreement between the Ethiopian and U.S. governments. Besides this option, CFNA is exploring alternative registration options at the Ministry of Finance and Economic Development, Agriculture or Industry. As a result of the rejection, AGP-LMD has not been able to obtain visas for international STTA's for the Project; as such requests require a registration number.

## RESULT TRACKING TABLE

Table 1: Result Tracking Table January – March 2015

Performance Indicator	Unit of Measurement	Value chain	Disaggregation	Target 2015	Results January 2015 -March 2015	LOP target	Total results September 2012 - March 2015)
Value of incremental sales (collected at the farm level) attributed to project implementation		Total baseline sales	Total baseline sales (USD)				-
	USD		Total reporting year sales	26,098,965	74,867.2	65,912,056	29,688,372
	MT		Total Volume of sales (MT)	16,731	23.4		7,706
	Number		Total Number of direct beneficiaries	290,380	471.9		328,005
		Cattle (live)	<b>Cattle (live)</b>		-		-
			Baseline sales (USD)		-		-
	USD		Reporting year sales	146,284	32,241.4	45,737,903	904,927
	MT		Volume of sales (mt)	117	5.4		595
		Goats (live)	Number of direct beneficiaries	390	17.9		16,080
			<b>Goat (live)</b>		-		-
			Baseline sales (USD)		-		-
	USD		Reporting year sales	17,414,273	29,889.0	5,678,400	19,780,451
		Milk	Volume of sales (mt)	10,125	3.1		4,248
	MT		Number of direct beneficiaries	202,492	179.0		216,665
	Number		<b>Milk</b>		-		-
			Baseline sales (USD)		-		-
		Sheep (live)	Reporting year sales	1,075,148	8,427.6	11,548,403	532,658
	USD		Volume of sales (mt)	2,150.30	14.3		1,041
	MT		Number of direct beneficiaries	716.77	96.0		2,114
	Number		<b>Sheep (live)</b>		-		1,363
		Sheep (live)	Baseline sales (USD)		-		-
	USD		Reporting year sales	7,463,260	4,309.2	2,947,350	8,470,336
	MT		Volume of sales (mt)	4,339	0.7		1,821
	Number		Number of direct beneficiaries	86,782	179.0		93,146

Table 2: Result Tracking Table January – March 2015 (Con'd)

Performance Indicator	Unit of Measurement	Disaggregation		Target 2015	Results January 2015 -March 2015	LOP target	Total results September 2012 - March 2015)
Number of jobs attributed to project implementation	Number	Location	<b>Location total</b>	<b>2,212</b>	<b>9.6</b>	<b>5,025</b>	<b>229</b>
			<i>Urban</i>	1,668	4.0		85
			<i>Rural</i>	544	5.6		145
		New/continuing	<b>New/continuing total</b>	<b>2,212</b>	<b>9.6</b>	<b>5,025</b>	<b>229</b>
			<i>New</i>	1,700	9.6		144
			<i>Continuing</i>	512	-		85
		Sex of job-holder	<b>Sex of job-holder total</b>	<b>2,212</b>	<b>9.6</b>	<b>5,025</b>	<b>229</b>
			<i>Male</i>	1,668	7.3	3,518	177
<i>Female</i>	544		2.3	1,508	52		
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	<b>Type of individual (total)</b>	<b>16,320</b>	<b>1,528</b>	<b>76,976</b>	<b>13,732</b>
			<i>Producer</i>	13,056	562		7,585
			<i>People in government</i>	816	299		2,198
			<i>People in private sector firms</i>	2,122	304		3,174
			<i>People in civil society</i>	326	363		775
		Sex	<b>Sex (total)</b>	<b>16,320</b>	<b>1,528</b>	<b>76,976</b>	<b>13,732</b>
			<i>Male</i>	11,424	1,073	53,883	9,097
			<i>Female</i>	4,896	455	23,093	4,635
Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance(4.5.2(11))-	Number	Type of organization	<b>Type of organization (total)</b>	<b>508</b>	<b>114</b>	<b>-</b>	<b>613</b>
			<i>Private Enterprises (For</i>	332	-		
			<i>Producer Organizations</i>	112	-		
			<i>Women's group</i>	-	-		
			<i>Trade and Business</i>	44	-		
			<i>Community based associations</i>	20	-		
			<i>No disaggregation</i>		-		
		<b>New/continuing (total)</b>	<b>508</b>	<b>114</b>	<b>700</b>	<b>613</b>	
New/continuing	<i>New</i>	198			114		
	<i>Continuing</i>	310			499		

Table 3: Result Tracking Table January – March 2015 (Con'd)

Performance Indicator	Unit of Measurement	Disaggregation		Target 2015	Results January 2015 -March 2015	LOP target	Total results September 2012 - March 2015)	
Number of supply contractual agreement signed by firms /organizations along the value chain as a result of the Project assistance	Number	MLA		52	26	206	279	
		Dairy		50	-	211	118	
		<b>Total</b>		<b>102</b>	<b>21</b>	<b>417</b>	<b>392</b>	
Number of vulnerable households linked to market as a result of the project assistance.	Number	Types of People	PSNP Graduates	<b>Total</b>	<b>900</b>	<b>7,420</b>	-	
				Male	630	5,194	-	
				Female	270	2,226	-	
			PRIME beneficiaries	<b>Total</b>	<b>2,100</b>	<b>7,489</b>	<b>17,480</b>	<b>8,989</b>
				Male	1,470	5,991	12,236	5,991
				Female	630	1,498	5,244	1,498
			PLWHA	<b>Total</b>	<b>1,500</b>		<b>5,000</b>	-
				Male	600		2,000	-
				Female	900		3,000	-
			GRAD	<b>Total</b>	<b>4,500</b>		<b>29,900</b>	<b>326</b>
Male	2,700			19,430	-			
Female	1,800			10,470	-			
Value of new private investment in the livestock sector or food chain leveraged by the Project implementation(4.5.2(38))	USD	Value Chain	<b>Value chain (total)</b>	<b>15,000,000</b>	<b>3,105,000</b>	<b>35,475,000</b>	<b>6,293,748</b>	
			MLA	10,500,000	2,625,000	20,450,000	4,896,052	
			Dairy	4,500,000	480,000	15,025,000	1,397,695	
Number of MSMEs receiving USG assistance to access loan(4.5.2(30))	Number	Size of MSME	<b>Size of MSME (total)</b>	<b>11</b>	<b>6</b>	<b>380</b>	<b>24</b>	
			Micro	4	-	-	-	
			Small	4	4	-	9	
			Medium	3	2	-	15	
			Disaggregates Not Available		-	-	-	
		Sex of owner	<b>Sex of owner (total)</b>	<b>11</b>	<b>6</b>	<b>380</b>	<b>24</b>	
			Male	7	2	-	11	
			Female	4	3	-	7	
		VC	Joint		1	-	2	
			MLA			3	4	
Dairy			3	-	4			
Value of agricultural and rural loans	USD	Type of loan recipient	<b>Type of loan recipient (total)</b>	<b>7,987,630</b>	<b>3,460,000</b>	<b>24,265,830</b>	<b>11,016,862</b>	
			Producers	1,996,908	20,000	-	98,947	
			Local traders/assemblers	1,198,145	240,000	-	240,000	
			Wholesalers/processors	4,792,578	3,150,000	-	10,627,915	
			Others		50,000	-	50,000	
			Disaggregates Not Available		-	-	-	
		Sex of recipient	<b>Sex of recipient (total)</b>	<b>7,987,630</b>	<b>3,460,000</b>	<b>24,265,830</b>	<b>11,016,862</b>	
			Male	5,591,341	240,000	-	7,628,799	
			Female	2,396,289	220,000	-	388,063	
			Joint		3,000,000	-	3,000,000	
		VC	MLA			3,240,000	4,265,641	
			Dairy			220,000	373,846	

Table 4: Result Tracking Table January – March 2015 (Con'd)

Performance Indicator	Unit of Measurement	Disaggregation	Target 2015	Results January 2015 -March 2015	LOP target	Total results September 2012 - March 2015)	
Number of livestock related Policies, Regulations, and Administrative Procedures in development, passed, or being implemented as a result of the Project assistance	Number	Sector	Sector	9	2	12	11
			Input		-		-
			Output		-		-
			Macroeconomic		-		-
			Agriculture sector wide	9	2		11
			Research, extension, information, and other public services		-		-
			Food security/vulnerable		-		-
			Climate change adaptation or natural resource management		-		-
		Stages of development		9	2	10	7
		Stage 1 of 5: Number of policies / regulations / administrative procedures analyzed	3	-			
		Stage 2 of 5: Number of policies / regulations / administrative procedures drafted and presented for public/stakeholder consultation	3	-		2	
		Stage 3 of 5: Number of policies / regulations / administrative procedures presented for legislation/decre	1	-			
		Stage 4 of 5: Number of policies / regulations / administrative procedures prepared with USG assistance passed/approved		2		2	
		Stage 5 of 5: Number of policies / regulations / administrative procedures passed for which implementation has begun	2	-		3	
Number of children under five reached by Project-supported nutrition programs	Number	Male	6,615	1,099	15,849	8,491	
		Female	6,615	1,355	15,744	8,868	
		<b>Total</b>	<b>13,230</b>	<b>2,454</b>	<b>31,593</b>	<b>17,359</b>	
Number of people trained in child health and nutrition through Project-supported programs	Number	Male	7,712	15,977	17,298	27,906	
		Female	3,448	10,735	7,270	16,441	
		<b>Total</b>	<b>11,160</b>	<b>26,712</b>	<b>24,568</b>	<b>44,347</b>	

## IR1: INCREASED PRODUCTIVITY AND COMPETITIVENESS OF SELECTED LIVESTOCK VALUE CHAINS FOR THE BENEFIT OF SMALLHOLDERS

### COMPONENT 1: MOVING FROM ANALYTICS TO STRATEGY TO LEARNING

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

Three quarterly learning days were planned by the end of March, but only one took place. The exchange of experiences and lessons between IPs is integrated into the monthly planning, coordination and reporting days. In February 2015, one of the planning, coordination and reporting days was devoted to sharing lessons learned between AGP-LMD and its consortium partners. AGP-LMD staff from the Addis office and IPs presented and discussed the lessons learned.

In January 2015, AGP-LMD's achievements were presented and discussed at Self Help Africa's (SHA's) annual review meeting. SHA's head office senior management attended the meeting. The experiences with the private sector that SHA had gained as an AGP-LMD implementer were explicitly appreciated.

#### **Exchange visits between implementing partners (Activity 1.1.1.2)**

Preparations had begun for the exchange visit initially planned for December and then postponed to February, but the visit was cancelled due to the preparations for the Mid Term Review which started in March 2015. The exchange visit has now been rescheduled for June 2015.

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

The targeted three lessons have not been achieved yet. A community of practice was established around the implementation of the push/pull strategy, resulting in the contributions to the Push/Pull Approach framework (see Activity 1.1.2.2). With the grants now picking up momentum, this activity is becoming more of a priority. Until now, the innovation grants implementation did not provide enough substance for identifying lessons learned or good practices.

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

Innovation progress monitoring meetings have been held monthly since January 2015. The meetings include an exchange of experiences regarding grants implementation. These meetings will continue to be held on a monthly basis.

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

AGP-LMD contributed its insight, experiences, examples of practical cases and results achieved in the implementation of the push/pull approach for the development of the USAID framework for a push/pull approach to inclusive market systems development. The framework was published in February 2015 on USAID's [microlinks.org](http://microlinks.org) website:

The article described AGP-LMD's experiences with the push/pull strategy. (See excerpts from the article, Textboxes 2 and 5, below)

### **TEXTBOX 2: PUSH AND PULL IN ETHIOPIA**

In Ethiopia, the USAID mission oversees six programs designed to collectively feed into an overall push/pull approach. Two projects—LMD and GRAD—stand out for their efforts to move beyond a theoretical framework and begin to forge real linkages in practice through coordinated and strategically targeted activities. Livestock Market Development (LMD) is primarily, as its name implies, a traditional value chain development program targeting more competitive, growth-oriented areas and stakeholders. The Graduation with Resilience to Achieve Sustainable Development (GRAD) program works in vulnerable areas with extremely poor households, providing a sequenced, layered package of push and pull interventions to help them 'graduate' from a government support program and into successful market engagement. GRAD (led by implementer CARE) and LMD (led by implementer CNFA)—along with a third livestock development program, Mercy Corps' PRIME—have begun collaborating in a few areas in order to drive some of the economic activity stimulated in LMD's other areas into the GRAD areas to facilitate the 'pull' factor, and to work together to build out the 'middle of the chain' actors (traders, aggregators, service providers) that are key to making the link between push and pull happen. For more on LMD's activities, see textbox 5.

The reality is far messier than it seems on paper, and progress is slow with fits and starts. Some of this collaboration is no doubt reinforced by the fact that LMD has an indicator which requires reporting on linkages formed with GRAD beneficiaries, and GRAD has a mandate to graduate people off government assistance into market relationships. However, commitment to operationalizing push/pull stems from the very top, with the managers of LMD and GRAD invested in meaningful communication and collaboration, having played influential roles in the development of push/pull model itself.

As implementation continues, Ethiopia becomes a 'place to watch' for learning—and impact data—around push/pull in the future, spurred by implementers as well as by a critically reflective USAID mission which is investing in analysis and assessment around the push/pull model.

Figure 1: Textbox 2 from the Push/Pull Approach Framework publication.

[https://www.microlinks.org/sites/default/files/resource/files/LEO\\_Framework\\_for\\_a\\_Push\\_Pull\\_Approach\\_to\\_Inclusive\\_Market\\_Systems\\_Devel...pdf](https://www.microlinks.org/sites/default/files/resource/files/LEO_Framework_for_a_Push_Pull_Approach_to_Inclusive_Market_Systems_Devel...pdf)

### **TEXTBOX 5: THE ‘PULL’ PERSPECTIVE**

According to the experience of the Livestock Market Development project in Ethiopia (see textbox 2 for background), three factors are paramount in driving transformational linkages between the extreme poor and market structures and actors that help people move to lower levels of poverty: middle men, behavior change and relationships, and ownership of the change process by stakeholders on both sides.

Some of the specific activities LMD is undertaking include:

- Conducting a joint marketing assessment with GRAD (the ‘push’ program)
- Developing a shared strategy with GRAD
- Targeting traders and buyers (people who serve as the demand pull) for market linkage support through activities like trade fairs. LMD places a particular focus on underutilized traders/buyers already based in the target geographic areas
- Organizing ‘buyer trips,’ bringing buyers and traders from outside the GRAD areas into the region as a scoping effort and awareness raising about potential supply
- Convening ‘supply workshops’ to introduce potential producer suppliers to buyers

LMD is seeing some initial progress with these ‘baby steps,’ which benefit from communicating more closely with GRAD staff in the ‘push’ areas so that capacity building is coordinated and timed more closely with LMD’s efforts. For example, while GRAD works to support increased shoat production and aggregation, LMD sensitized abattoir and meat processing plants to the possibility of a source of supply from this ‘vulnerable’ area through many of the activities highlighted above; supply relationships have now solidified with three buyers, one of which has re-opened a dormant plant in this impoverished area. Nevertheless, the overall effort is incredibly complex and challenges—especially geographic remoteness and a lack of support services such as animal health or farm inputs—will remain difficult barriers and take time to slowly overcome.

*Source: CNFA/AGP-LMD Project*

Figure 2: Textbox 5 from the Push/Pull Approach Framework publication

#### **Cases of good practice produced (Activity 1.1.3.1)**

During the reporting quarter, the AGP-LMD team produced four cases of good practice. All four focus on women in the livestock sector. One case described the effect of the SNNPR Field Day, at which dairy farmers in SNNPR were introduced to and given access to Effective Microorganisms (EM) technology. Two other cases described the outcomes of AGP-LMD activities for women’s leadership and entrepreneurship development under IR1 Strategy 9. The remaining case outlined the importance of women-friendly Information and Communications Technology (ICT) solutions.

#### **Make presentations at conferences and seminars (Activity 1.1.3.2)**

On January 21, 2015, AGP-LMD shared its experiences with gender mainstreaming and gender specific project activities at the national Women in Agribusiness Leadership Network (WALN) Conference. The conference was jointly organized by AGP-LMD and AGP-AMDe, and was attended by the First Lady of Ethiopia, the US Ambassador to Ethiopia and the USAID Ethiopia Mission Director. The objectives of the WALN Conference were as follows:

- To facilitate experience-sharing among women in agribusiness;
- To create opportunities for networking and collective actions;
- To increase the visibility of women in agribusiness and their contributions;
- To motivate model women agribusiness leaders;

- To create access to finance and marketing for women in agribusiness, in order to help them to leverage their businesses for better economy of scale.

The women entrepreneurs who participated in AGP-LMD's first round of Women Entrepreneurship and Leadership training participated in the event.



Figure 3: from left to right: At the conference, H.E. the U.S. Ambassador to Ethiopia, Mrs. Patricia Haslach; USAID Ethiopia Mission Director, Mr. Dennis Weller; and H.E. the First Lady, Mrs. Roman Tesfaye.

A key lesson from AGP-LMD's implementation is that gender mainstreaming alone is not sufficient to bridge the gender gap and reach gender equity. For that reason, AGP-LMD has designed specific project strategies and activities to empower and support women in the livestock value chain in gaining access to and control over benefits and resources. The case of one of LMD's clients and grantees (Hiruth Dairy) was presented to illustrate how important the access of women is for increasing the income of women's/smallholder farmers' households.

In addition, AGP-LMD presented its push/pull approach and accomplishments at the Multi-Stakeholder Platform (MSP) organized by USAID's GRAD project in SNNPR.



**Women are mostly engaged in production and taking care of animals.**



Limited participation in livestock marketing. Limited access to, control of and benefits of resources (land, capital, technology, info).

- Productivity at 1.6 liters per cow per day,
- Up to 20-35% of milk is spoiled or lost,
- Consumer price for pasteurized milk is at the same level as in the US.



**Case: Hiruth Dairy– Embedded Services**

- 400 households, 4000 liters a day
- Feed supply: increase 2-3 liters per day per cow
- Income increase \$2.5 per day per household
- Quality payment: 0.4 ETB per liter for high grade, rejection rate down from 7.5% to almost 0%
- \$0.5 additional income per day



Annual income increase of about \$ 780 per household per year



**Women Entrepreneurship and Leadership Promotion**



2013/2014: 104 Participants  
2014/2015: 120 Participants

**Results**

- 4,180 women received livestock training
- 2,562 women applied new technologies (AI, feed supplements, vaccinations)
- 60 women entrepreneurs received business plan training, 10 received direct support
- 4 business women accessed loans for dairy production and processing and meat processing
- 7,513 girls under 5 yrs reached by the nutrition activities
- 5,706 women trained in child health and nutrition
- 28 grants proposals in process

Figure 4: Key slides from the AGP-LMD presentation made at the WALN Conference.

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

The planned newsletters were not published due to a lack of human resources in the Communications unit of AGP-LMD. The arrival of the Learning and Communications Manager will mark the start of the publishing of the quarterly newsletter.

**Annual performance reviews (Activity 1.1.4.1)**

During this quarter, three staff reviews were finalized. All three obtained scores of satisfactory or better.

### **AGP-LMD staff annual development plan (Activity 1.1.4.2) and its implementation (Activity 1.1.4.3)**

An annual staff development plan was not developed. Staff development activities were decided on as a result of annual performance reviews, or following the identification of a project need for increasing the capacity of one or several project staff members in a specific area. During this quarter, the following staff development activities were implemented:

- Four AGP-LMD staff participated in the USAID Procurement Compliance training;
- The Administration and Finance Manager participated in a USAID-organized fraud prevention session;
- The M&E coordinator participated in a USAID workshop on the inclusion of GPS data in the USAID monitoring system;
- Continuous coaching was provided by the Administration and Finance Manager to the Office/HR Manager in Human Resource Management;
- AGP-LMD's Nutrition and People Living With HIV/AIDS (PLWHA) staff participated in training on Design Behavioral Change organized and provided by International Medical Corps (IMC);
- AGP-LMD's PLWHA Economics Strengthening Advisor participated in an exchange visit to GRAD-supported Village Economic and Social Associations (VESA);
- A Women's Day celebration was used to increase the awareness of AGP-LMD staff about the importance of gender equity in AGP-LMD's work. This activity was organized in collaboration with the Institute for International Education (IIE).

### **Challenges**

During this quarter, AGP-LMD finalized the recruitment of the Learning and Communications manager, who will start on April 20, 2015. As a result of an error in the recruitment process, it took almost three months longer than foreseen. The manager will provide additional human resources to the Learning and Communications unit, which will have a positive impact on the implementation of the learning plan. As of March 2015, AGP-LMD had not yet produced quarterly newsletters, and was behind in capturing lessons learned and developing case studies from project implementation.

Table 5: Work plan progress monitoring table IR1, Component 1: Moving from Analytics to Strategy to Learning

Activity Description	Unit	Accomplishment Jan - March 2015			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July 2014 -Mar 2015)			2015 Target (July 2014-June 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			
<b>IR 1: INCREASED PRODUCTIVITY AND COMPETITIVENESS OF SELECTED LIVESTOCK VALUE CHAINS FOR THE BENEFIT OF SMALL-HOLDERS</b>																															
<b>COMPONENT 1: FROM ANALYSIS TO STARTEGY TO LEARNING</b>																															
<b>1.1.1 Establishment of Communities of Practice</b>																															
1.1.1.1 Quaterly AGP-LMD and consortium partners learning days	# events	na	na	1	Ongoing	One learning day was organised in February. See also 1.1.1.4				1				1					1			1	na	na	1	na	na	4			
1.1.1.2 Exchange visits between implementing partners	# visits	na	na	0	Postponed	Due to the MTR the exchange visits will take place after the May retreat								1								1	na	na	0	na	na	2			
1.1.1.4 Establish community of practice for each strategy	# community of practice				Completed																										
1.1.1.4 Organize Monthly AGP-LMD Coordination Day	# coordination days	na	na	3	Completed	These include experience sharing and learning.				3				3								3	na	na	8	na	na	12			
1.1.1.5 Quarterly community of practice learning meetings and documented leassons learned or good practices.	# lessons learned or good practices documented	na	na	1	Ongoing	LMD's experiences with Push-Pull were collected, discussed and documented for USAID's LEO project				1				1								1	na	na	1	na	na	4			
<b>1.1.2 Innovations and Good Practices</b>																															
1.1.2.1 Quarterly Innovations support team monitoring meetings with a learning agenda	# Meetings	na	na	3	Ongoing	Innovation support teams meet every month since January to monitor grants implementation and exchange lessons learned				1				1								1	na	na	3	na	na	4			
1.1.2.2 Define and document lessons learned and good practices for reports, newsletters	# lessons learned shared	na	na	1	Ongoing	See 1.1.1.5				2				2								2	na	na	1	na	na	8			
<b>1.1.3 Cases, Studies, Presentations</b>																															
1.1.3.1 Cases of good practice produced	# cases written by staff	na	na	4	Completed	All four cases focus on women who work in the livestock sector (Input supply, women entrepreneurship (IR1 Strategy 9) and ICT solutions for women (ICT))				2				1								2	na	na	5	na	na	6			
1.1.3.2 Presentations made in conferences, seminars	# presentations	na	na	2	Completed					2				2								2	na	na	7	na	na	8			
1.1.3.3 Share good practices and lessons learned via quarterly AGP-LMD newsletter	# newsletters				Postponed	Awaits the Communications and Learning manager's recruitment				1				1								1	na	na	0	na	na	4			
<b>1.1.4 Staff Development</b>																															
1.1.4.1 Annual performance reviews	# reviews	1	2	3	Completed	Only CNFA staff are included				7				8								7			8	20	4	24	21	9	30
1.1.4.2 AGP-LMD staff annual development plan	# plan				Cancelled	An annual plan is not developed but based on project needs, staff development events are organised								1														na	na	1	
1.1.4.3 Implementation of staff development plan	# staff development events & trainings	na	na	6	Ongoing	LMD staff participated in 6 events								1								1	na	na	8	na	na	3			
1.1.4.4 Annual retreat: review of startegy based upon learning.	# retreat				Postponed	Will take place in the first week of May after the MTR in March																1	na	na	0	na	na	1			

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

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

#### **Prepare input suppliers profile/directory and distribute annually (Activity 1.2.1.3)**

The data from over 200 input suppliers has been collected for the input suppliers' directory. AGP-LMD is finalizing the design and preparing for the initial printing of 15,000 copies. The directory is expected to be ready by May 2015.

### IR1 STRATEGY 2: STRENGTHEN INPUT SUPPLIERS AND SERVICE PROVIDERS

#### **Public Animal Health Assistants (AHAs) (Activity 1.2.2.2.2)**

During the past quarter, AGP-LMD provided a five-day refresher training to 42 AHAs (17 female) in the SNNPR and Amhara regions. All training participants were relatively young, with limited working experience as AHAs. This training aimed to share practical knowledge on animal health diagnosis and interventions by senior animal health experts. The laboratory training consisted of two parts: first, collecting fecal, blood, and milk samples from sick animals and second, analyzing the parasitic and bacterial load. The practical sessions were conducted in regional Animal Health Laboratories and clinics.



Figure 5: Trainee castrating ram.



Figure 6: Trainee diagnosing sick cow

In addition, animal drug handling and storage activities were conducted, involving visits to private drugstores where the proprietors shared their experiences as drugstore owners and keepers.



Figure 7: Drug store visits and discussion

Also during the reporting quarter, AGP-LMD and the Amhara Livestock Agency investigated some reported cases of cattle blindness among crossbreed calves and heifers in Gondar city and surrounding villages. Investigators visited nine farms, where a total of 19 out of 140 cattle had been affected by blindness. The cause of the blindness is still unknown. During a meeting with the Amhara Livestock Agency, it was agreed that the agency would bring the issue to the attention of the Livestock State Ministry for follow up. Although blindness was the major complaint, other causes for concern among the farmers included abortion and calf mortality.

#### **Private abattoirs/slaughter services (local abattoirs that provide slaughter service) (Activity 1.2.2.2.4)**

During this quarter, AGP-LMD provided two five-day trainings to private slaughterhouses in Hawassa, SNNPR and Gondar, and Amhara. There were 38 participants (six female), including representatives from AGP-LMD grant beneficiaries Moringa Meat Processing and NTT Meat Processing. This training was crucial to Ethiopia's local meat business sector. Previously, there was no organization providing specialized training to private local slaughterhouses, which are almost exclusively meat producers for local consumers. As the local meat supply industry is rapidly expanding, further training and technical assistance to the sector by AGP-LMD and the Government of Ethiopia is encouraged. To this effect, AGP-LMD has given or is in the process of giving innovation grant awards to some private local slaughterhouses. Some training participants were beneficiaries of these grants.

The training participants were diverse, including young professionals with short working experience and professionals with many years' experience in local slaughterhouses. This made for a highly participatory training with considerable sharing, which enhanced well the theoretical and practical aspects of the training. Practical training was conducted in a local slaughterhouse selected for its improved facilities.

#### **Financial assistance to input suppliers and service providers measured as milestones met within grant agreements (Activity 1.2.2.4)**

The follow up of grant beneficiaries continued in this quarter. S&S Farm is one of the project's grant recipients. In the past quarter, the farm began construction of local slaughterhouse facilities according to a design provided by AGP-LMD. AGP-LMD also provided technical advice during the construction.

S&S and AGP-LMD have also started the procurement process for slaughterhouse machinery and cold trucks as part of the grant agreement.

AGP-LMD and Ethio-feed visited Endamhoni woreda in Tigray to prepare for the installation of feed processing machinery, such as choppers, grinders and mixers. Endamhoni had plentiful cactus and sorghum stover resources, which will be used as the main source for animal feed production. The AGP-LMD and Ethio-feed representatives met with members of Lemlem Raya Union and the woreda Agricultural Bureau to discuss the installation of the feed processing machines. Ethio-feed will engage in a franchise model with Lemlem Raya Union.



**Conduct needs-based training for FBO/cooperatives, Consumer Interest Groups (CIGs), producer groups, Development Agents (DAs), feed lot operators, commercial dairy farm operators, and technical farm advisors (Activity 1.2.3.2.2)**

During this quarter, dairy cattle management training was given to 70 beneficiaries (52 percent female). The trainees were smallholder dairy producers who supply milk to Gobe Farms, an AGP-LMD grantee (milk processing) located in Arsi zone of Oromiya region. Ten of the participants were employees of the farm itself and were intentionally selected for the training, with the idea that employees could in future be called upon to pass on the skills and knowledge obtained to new suppliers. The training venue was Gobe Farms; the practical training was done utilizing the farm's existing facilities.

Selection of the participants was done by the grantee after the selection criteria were agreed upon. The main selection criteria were the volume of milk and regularity of milk supply to the grantee. The grantee was expected to consolidate the milk collected and deliver it to Almi Milk processing plant in Hawassa city.

Dairy calf management training was also conducted in Hawassa during the reporting quarter, targeting dairy producers supplying milk to two AGP-LMD grantees, Almi and Kalemer Milk Processing, also located in Hawassa. Thirty-three producers (six female) received specialized training in calf-rearing. Although calf-rearing is a normal part of cattle management, this specific training was provided because of the high rate of calf mortality experienced by many of the dairy producers. The outcomes of this specific training included:

- Understanding and appreciating the role of colostrum in providing passive immunity to newborn calves. In particular the *importance of colostrum feeding during the early life* of the animals was unknown by the participants.
- The importance of exposing calves to good quality roughage as early as the first 10 days of life and its role in rumen development. Most of the producers were keeping calves, particularly females, on high milk feeding, hoping that this would benefit the calves.

Also in this quarter, dairy beef production training was given to dairy producers. There is currently a massive synchronization program being undertaken in the country to increase the number of crossbred animals. Male dairy calves are usually considered as by-products of such programs. Proper care of male calves from birth to about 16 to 18 months can result in good meat quality. The purpose of this training was to pass on the necessary skills to dairy producers so that the value of these animals is recognized and are seen as a potential income-generating opportunity rather than a financial loss. Twenty-eight participants (8 female), all with relatively large herds (>10 dairy cows), attended the training. An important outcome of the training was to understand the cost of rearing male calves. Commercial milk replacers are unavailable in Ethiopia, and utilizing it would make calf-rearing uneconomic. But alternative feeding regimes, such as using buttermilk or whey, can make economic sense. One of the grantees involved in dairy bull fattening is planning to try these options.

**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 (Activity 1.2.3.2.3)**

AGP-LMD's modality of organizing and conducting field days consists of a seminar on selected topics that are usually identified by the producers themselves. These sessions are coupled with hands-on demonstrations/introduction of new technologies paired with farm visits and discussions.

Two field days were conducted during the reporting quarter. In Amhara region, the seminar focused on mastitis, while in SNNPR the focus was on milk fever. Technologies demonstrated were of Effective Microorganisms (EM) technology used in Bahir Dar and calcium supplementation used in Hawassa. Private farms and firms, as well as government institutions, were visited

Following AGP-LMD's field days, the EM technology business acquired an agent in Hawassa. Calcium supplements were also now available at some drug shops in Hawassa. Producers also reported that they can now detect mastitis much earlier than before and are able to prevent the spread of the disease thanks to the training they received. This early detection and treatment can not only save the producer money by preventing lost milk sales, but it can even save an animal from losing an udder due to the infection.

Table 8: Work plan progress monitoring table IR1, Strategy 3: Improve livestock management.

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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				
			<b>1.2.3 Improve Livestock Management</b>																														
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			0							0				2							0				0	na	na	1	na	na	2
	Dairy	# modules			0							0				2							0				0				na	na	2
<b>1.2.3.2 Conduct livestock management training and TA to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Feedlots, etc.</b>																																	
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	0	0	0							0				40						0				0	11	4	15	56	24	40	
	Dairy	# trainees	0	0	0							0				40						0				0				56	24	40	
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	67	74	141	Ongoing									500							500				500	59	100	159	1,000	500	1,500	
	Dairy	# trainees	92	103	195	Ongoing									500								500			500	92	103	195	1,000	500	1,500	
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	Postponed	To the month of May								500							500			500					1,000	500	1,500	
	Dairy	# participants	75	44	119	Ongoing	Other field days are planned for consecutive months								500								500			500	136	86	232	1,000	500	1,500	
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	0	0	0	Postponed	Planned after above training								0							0			4					NA	NA	8	
	Dairy		0	0	0	Postponed	Planned after above training									0							0			4					NA	NA	8
<b>1.2.3.4. Special initiative for commercial (private) ranching</b>																																	
1.2.3.4.1 Provide TA/training on breeding strategies, reproductive technologies, pasture/feed management, etc	MLA	# enterprises	0	0	0	Postponed									0																NA	NA	7
1.2.3.4.2 Provide TA/training on marketing, business operations and outgrower management for ranching	MLA	# enterprises	0	0	0	Ongoing	Preparations are underway								0																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	0	0	0	Postponed	Preparing terms of references								0																1,400	600	2,000
	Dairy		0	0	0	Postponed	Preparing terms of references									0															1,400	600	2,000

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

### **Support the introduction and expansion of quality-based payment systems for raw material suppliers (via analysis & farmer training) (Activity 1.2.4.2)**

A quality-based payment system creates an incentive for farmers to produce quality milk, which enables processors to more efficiently manufacture high quality and diversified dairy products. To this end, AGP-LMD has conducted quality-based payment training in Fitcha town, North Shewa zone, Oromiya region, on January 21–23, 2015. The 100 participants (18 women) constituted milk supplier groups from three woredas, Gebre Guracha, Degem, and Fitcha. The groups supply milk to Elemtu Integrated Milk Industry SC.

### **Conduct training on marketing and product handling (Activity 1.2.4.3.1)**

Ninety-five percent of milk marketed in Ethiopia (and 90 percent in Addis Ababa) is channeled through informal milk marketing. This informal milk marketing, together with poor milk product handling and inefficient transportation, results in huge resource wastage, as well as health hazards to consumers. To alleviate the prevailing milk procurement and marketing problems, AGP-LMD conducted milk marketing and product handling training in Amhara and SNNP regions. A total of 49 milk collectors and aggregators (17 women) attended the training. The objective of the training was to encourage milk collectors and aggregators to use the formal milk supply chain in order to serve as effective market agents for producers.

Training was conducted with both theoretical and practical methods, mainly focused on the following: better management of milk collection and supply centers; factors affecting milk quality and hygiene; milk collection, transportation, test, storage and temperature; regular reception and timely supply; the milk supply chain and marketing; agents who serve as go-betweens between milk producers and consumers, and their impact on quality and price; and market information. After watching demonstrations, the trainees practiced using a lacto meter, alcohol, the clot on boiling test used during milk collection, and the lacto scan test (SNNPR). In Amhara region, a display of milk products and cheese demonstrated that the production, collection, and supplying of quality milk can serve the objective of product diversification and improving market relations along the supply chain.

### **Mentor/Coach coops (primarily grantees) (coaching will cover strategy 4 & 7 training) (Activity 1.2.4.3.5)**

In January 2015, the Tigray region cooperatives coaching short-term technical specialist began his assignment. The consultant was orientated and introduced to the leaders of the grantee coops (TMF Mekele Milk Processing and Bokra Union), and started a Strengths, Weaknesses, Opportunities, and Threats (SWOT) analysis of the two coops. The Humera Union is expected to be covered by the coaching activity once it starts its operations.

The status of Humera Dairy and TMF Mekele Milk has been discussed with the union leaders, regional- and woreda-level coop, livestock department officials, and experts at Mekele and Humera. Discussions focused on the past months' activities and future action plans. Humera has not started operating yet, but it has secured a 3.5 million birr loan from the government for working capital. The Mekele milk

processing is not performing as expected. TMF leaders have admitted this and have pledged to improve their performance soon.

Also in this quarter, AGP-LMD supported the Bokera Union in securing 5000m<sup>2</sup> of land for a milk processing plant through lobbying and discussions with the Machew Town Administration and Investment Office.

Table 9: Work plan progress monitoring table IR1, Strategy 4: Improve post-production relationships, efficiencies and quality

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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
			<b>1.2.4 Improve Post-production Relationships, Efficiencies and Quality</b>																										
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	0	Ongoing	Following the CBA of selected embedded services workshop businesses have show interest to				1				2				4				3	na	na	4	na	na	10
	Dairy	# businesses	na	na	0	Postponed	Dependent on grants implementation progress				1				7				5				2	na	na	0	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	4	Ongoing	Carcass based payment system				0				1				1				0	na	na	4	na	na	2
	Dairy	# businesses	na	na	1	Postponed	Dependent on grants implementation progress				2				2				4				2	na	na	1	na	na	10
<b>1.2.4.3 Support aggregators and traders to serve as effective marketing agents for producers</b>																													
1.2.4.3.1 Conduct training on marketing and product handling (ICT solutions to be integrated as appropriate)	Dairy	# businesses	32	17	49														20				0	32	17	49	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	na	na	0	Postponed	Dependent on grants implementation progress								40				0				0	na	na	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	na	na	0						0				0				0				0	na	na	0	na	na	10
	Dairy	# milestones met	na	na	0						0				0				0				0	na	na	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	Postponed	Dependent on grants implementation progress				0				0				4				8	na	na	4	na	na	12
	Dairy	# coops	na	na	15						4				8				8					3	na	na	23	na	na
1.2.4.4 Coop best practices study tour (East Africa Coop group via LOL) (Intl trip #2 to Kenya)	Dairy	# trips	na	na	0	Cancelled					1													na	na	1	na	na	1
1.2.4.5 Special initiative for livestock auction development (via training & TA) (1 per region)	MLA	# auctions	na	na	0	Postponed	Postponed till regional market places becomes ready by Gov.				0				0				2				2	na	na	0	na	na	4

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

### **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. (Activity 1.2.5.2)**

In this reporting quarter, AGP-LMD followed up on progress made by two new abattoirs that have recently engaged in meat exports, Halal Food Industry PLC and Abyssinia Export Abattoir. Both abattoirs expressed interest in the effective utilization of liquid and solid wastes. They each decided to buy a drum dryer to produce poultry feed from blood. The recycling of blood also serves as an environmental mitigation measure.

Halal Export Abattoir is a new abattoir implementing HACCP-ISO 22,000-2005. In this quarter, the abattoir completed the first phase of an external audit by ISOQAR Ethiopia PLC, which consisted of identifying regulatory gaps and non-conformities of the organization and its operations. After rectifying these deficiencies, the abattoir anticipates HACCP-ISO 22,000-2005 certification in April 2015.

This quarter, AGP-LMD also visited the Abyssinia, Helmix, and Modjo modern export abattoirs to observe their equipment and operations. These modern abattoirs utilize sophisticated equipment consisting of live animal and carcass weighing scales, cold trucks and cold room refrigerators, and thermometers calibrated by the Ethiopian Standards Agency. AGP-LMD also learned about the maintenance of slaughtering room facilities and equipment such as knife sterilizers, boiler resistors and sanitizers.

Table 10: Work plan progress monitoring table IR1, Strategy 5: Improve the Number, Quality & Functionality of Businesses in the Middle of the Value Chain.

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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
			<b>1.2.5 Improve Number, Quality and Functionality of Businesses in the Middle of the VC</b>																										
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	0	Ongoing	Training given for Halal and Abynina abattoirs				0				10				0				10	na	na	2	na	na	20
	Dairy		na	na	0	Postponed	Dependent on grants implementation progress							tbd						0				tbd	na	na	0	na	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	na	na	0	Postponed	Dependent on grants implementation progress				7				6				7				0	na	na	0	na	na	20
	Dairy		na	na	0	Postponed	Dependent on grants implementation progress				tbd				tbd				tbd				0	na	na	0	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	na	na	0						0				0				0			0	na	na	0	na	na	tbd	
	Dairy		na	na	0						0				0				0			0	na	na	0	na	na	tbd	
1.2.5.4 Organize and conduct international study tours (MLA trip is intl trip #1 to namibia)	MLA	# of tours	na	na	0						1				0				0			0	na	na	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	3	Ongoing					0				5				0			0	na	na	4	na	na	5	
	Dairy		na	na	0	Ongoing					0				tbd				tbd			tbd	na	na	0	na	na	tbd	

**Support participation of VC businesses in Gulfood (UAE) (Activity 1.2.6.2)**

During this reporting quarter, AGP-LMD supported the participation of value chain-related businesses in the 2015 Gulf Food Fair. The preparations were carried out in collaboration with USAID’s AGP-AMDe and PRIME projects.

AGP-LMD supported the Ethiopian Ministry of Trade (MoT) in its preparations leading up to the Fair and in its actual presence at the Fair, which was held from February 8–12, 2015. AGP-LMD financed the Ethiopian MoT pavilion and supported livestock actors in their preparations, presentations and negotiations during the Fair. The Ethiopian pavilion displayed Ethiopia’s finest products, such as meat and livestock products, sesame, coffee, honey, and pulses.



Figure 8: The Ethiopian pavilion at the 2015 Gulf Food Fair

The Ethiopian delegation was led by Mr. Asefa Mulugeta from the MoT. The 100 members of the delegation included meat/live animal exporters and representatives from the Ethiopian Milk and Dairy Industry Development Institution (EMDIDI), the Ethiopian Meat Producer-Exporters Association (EMPEA,) the Ethiopian Livestock Traders Association (ELTA), the MoA, and USAID Ethiopia. By the end of the Fair, participants from the Ethiopian livestock sector had made five deals, as indicated in the following table:

No.	Buyer	Seller	Type and quantity of products	Estimated value per annum (USD)
1.	Gulf Link General Trading	Luna Export Abattoir	6 tons of shoat carcass /week	1,560,000
2.	Cambio Meat Trading LLC	Organic Export Abattoir	20 tons of shoat carcass/month	1,200,000
3.	Siam Trading	Abyssinia Export Abattoir	4.5 tons of shoats carcass /week	1,170,000
4.	Yalamalam Livestock Trading	Abaki General Trading	1200 live camels, 800 camels, 7000 sheep and 3000 goats	2,004,000
5.	IYAD Meat Trading	Abaki General Trading	1800 camels	1,170,000
<b>Total</b>				<b>7,104,000</b>

Table 11: Livestock deals concluded during the 2015 Gulfood Fair

#### **Facilitate visits of possible buyers/inspectors to Ethiopia (Activity 1.2.6.4)**

In order to assess general compliance with codes and standards of best practice, AGP-LMD, together with the Ministry of Agriculture (MoA), conducted inspection tours of abattoirs in March 2015. The inspectors surveyed the welfare of slaughter animals, maintenance of old and non-functioning equipment, presence of essential machinery and laboratory equipment, adequacy of workers' cafeteria and toilet facilities, removal of expired chemicals and detergents, general hygiene and sanitation, and adherence to laws of the halal system. Results from these inspections will be used to plan future training and capacity-building interventions.

Inspectors from the Saudi Food and Drug Administration Authority sent questionnaires to the MoA focused on the animal health status of Ethiopian livestock. The Ministry has completed the questionnaires and returned them to the Saudi inspectorate. After this feedback has been reviewed, it is expected that a Saudi inspection team will come to Ethiopia for further evaluation of Ethiopia's ability to supply safe animals and animal products.

Table 12: Work plan progress monitoring table IR1, Strategy 6: Market Expansion – Domestic & International

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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		
			<b>1.2.6 Market Expansion – Domestic and International</b>																												
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	na	na	0	Ongoing	ALEC is scheduled for May 2015				0				0				0						10	na	na	0	na	na	10
	Dairy		na	na	0	Ongoing	ALEC is scheduled for May 2016				0				0					0						15	na	na	0	na	na
1.2.6.2 Support participation of VC businesses in Gulfood (UAE)	MLA	# trade shows	na	na	1	Completed					0				0				1						0	na	na	1	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	0	Postponed					0				1				1						0	na	na	0	na	na	2
	Dairy		na	na	0	Postponed					0				1				1						0	na	na	0	na	na	2
1.2.6.4 Facilitate visits of possible buyers/inspectors to Ethiopia	MLA	# inspection trips from new markets /buyers	na	na	0	Ongoing	Inspections by MoA and LMD done				0				0				2						2	na	na	0	na	na	4
1.2.6.5 Develop & promote Ethiopia brand for meat & live animals	MLA	# media channels utilized	na	na	0	Ongoing	Ethiopian Meat and Live Animals Branding and Logos Developed. Waiting for MoA approval								0				2						0	na	na	0	na	na	2

**Strengthen or develop associations to provide membership services on a sustainable basis through technical assistance, sponsoring events and meetings, etc. (target associations include Butcher Associations) (Activity 1.2.7.2) & Support meetings, conferences and workshops of associations and professional organizations, etc. (Activity 1.2.7.2.4)**

Previously, AGP-LMD had advised the organizing committees of the Ethiopian Domestic Abattoirs and Butchers Association to prepare a concept note and proposal in order to be sponsored by AGP-LMD. The request was reviewed and a workshop was facilitated for the establishment of the Ethiopian Domestic Abattoirs and Butchers Association, in coordination with the organizing ad hoc committee supported by the Ethiopian Chamber of Sectoral Associations.

In this reporting quarter, the Ethiopian Domestic Abattoirs and Butchers Association were finally established. The founding workshop was held on March 12, 2015, in coordination with the organizing ad hoc committee supported by Ethiopian Chamber of Sectoral Associations. Forty-three leaders from regional city butchers associations of 14 towns/cities participated in the workshop, as well as 33 stakeholders from government offices and NGOs. AGP-LMD sponsored the event by covering the cost of the hotel, refreshments and participants' accommodation. This association will serve as a platform for the more than 1,567 butchers in the 14 towns, and potentially for butchers all over the country.

The Ethiopian Meat Processors and Exporters Association is preparing for a national workshop on the implementation of a carcass quality-based payment system in coordination with the MoA and EMDIDI. AGP-LMD is facilitating the process through preparatory studies and by sponsoring events/workshop.

AGP-LMD also supported and facilitated the participation of EMPEA in the Dubai Gulfood trade fair through cost-sharing with participating government agencies (the MoA and MoT) and association leaders.

Table 13: Work plan progress monitoring table IR1, Strategy 7: Strengthen Governance and Collaboration within Value Chains

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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
			<b>1.2.7 Strengthen Governance and Collaboration within Value Chains</b>																										
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	na	na	0	Postponed	Dependent on grants implementation progress				0				tbd				tbd				0	na	na	0	na	na	rbd
	Dairy		na	na	0	Postponed	Dependent on grants implementation progress				0				tbd				tbd				0	na	na	0	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	3	Ongoing	Ethiopian Domestic Abattoirs and Butchers association established, Meat and Live Animal Exporters Associations supported in promoting Ethiopia at the Gulfood Fair				0				1				1				0	na	na	3	na	na	2
	Dairy		na	na	1	Ongoing	Ethiopian Milk Processors association established				0				2				1				0	na	na	1	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	0	Ongoing	Dependent on grants implementation progress				0				0				0				0	na	na	1	na	na	10
	Dairy		na	na	1						0				0				0				0	na	na	1	na	na	4
1.2.7.2.4 Support meetings, conferences and workshops of associations and professional organizations, etc.	MLA	# meetings, etc.	na	na	0	Postponed	LMD has not received any proposal				1				1				1				0	na	na	0	na	na	3
	Dairy	# meetings, etc.	na	na	0	Postponed	LMD has not received any proposal				1											1	na	na	0	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	2	Completed	12 coops (10 dairy and 2 MLA) grantee coops business plan summary verified and finalized								TBD				TBD					na	na	2	na	na	tbd
	Dairy		na	na	10	Completed										TBD								na	na	10	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	0	0	0	Postponed					0				0				500				500	0	0	0	600	400	1.000

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## IR1 STRATEGY 8: INCREASE DOMESTIC CONSUMPTION OF DAIRY PRODUCTS

**Increase awareness of the nutritional importance of dairy consumption via publications & multimedia materials, including utilizing ICT materials and IR3 staff expertise to expand access to IR3 dietary diversification campaigns. Activities will target the market areas for grantees (Activity 1.2.8.1)**

AGP-LMD has begun discussions with the newly established Ethiopian Dairy Processors Association on developing a campaign and promotional activities to promote safe processed milk consumption. Although the association is newly established, its members are mainly medium and large dairy processors who are requested to show a clear commitment to the association and its strategies. Before AGP-LMD makes its commitment, the association is asked to take the lead and show initiative through the commitment of its members in organizing and contributing to promotions campaigns.

**Provide technical and marketing assistance for milk/meat outlets/shops to promote food safety, quality, improved management and improved access for the poor (Activity 1.2.8.4)**

In this quarter, AGP-LMD hired consultants to draft a rapid market assessment survey. The draft will be finalized April 2015. The objective of the study was to gather relevant information on the market environment and opportunities that could enhance the project's ability to create effective market linkages between dairy processors and retailer outlets.

Table 14: Work plan progress monitoring table IR1, Strategy 8: Increase domestic consumption of dairy products.

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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
			<b>1.2.8 Increase Domestic Consumption of Animal Products from Targetted Value Chains</b>																										
1.2.8.1 Increase awareness of nutritional importance of dairy consumption via publications & multimedia materials, including utilizing ICT materials and IR3 staff expertise to expand access to IR3 dietary diversification campaigns. Activities will target the market areas for grantees.	Dairy	type of promo.	na	na	0	Ongoing	Discussions with the EDPA are ongoing				0				3				0				0	na	na	0	na	na	3
1.2.8.2 Participate in school milk day events	Dairy	# events	na	na	2	Completed					0				4				0				0	na	na	4	na	na	4
1.2.8.4 Provide technical and marketing assistance for milk/meat outlets/shops to promote food safety, quality, improved management and improved access for the poor. Participant shops will only include direct grantees and outlets that are linked to grantees. The specific grantee to benefit must be identified in each activity request/deliverable.	MLA	# shops	na	na	0	Postponed	Dependent on grants implementation progress				0				tbd							0	na	na	0	na	na	tbd	
	Dairy	# shops	na	na	0	Postponed					0					tbd							0	na	na	0	na	na	tbd
1.2.8.5 Provide technical and marketing assistance to abattoirs and butcher shops for preparation of value added meat products suitable for children above 6 months age. Activity will only include direct grantees and outlets that are linked to grantees. The specific grantee to benefit must be identified in each activity request/deliverable.	MLA	# businesses	na	na	0	Postponed	Dependent on grants implementation progress				0				0							0	na	na	0	na	na	tbd	
1.2.8.6 Participate in World Milk Day	Dairy	# events	na	na	0		Discussions with the EDPA are ongoing				0				0							4	na	na	0	na	na	4	

**Conduct business, technical, and leadership training (Activity 1.2.9.4)**

The second round of the Women Entrepreneurship and Leadership training modules 1 to 3 was held in the last quarter of 2014. In this reporting quarter, training were held for modules 4 and 5 were conducted (in January and February of 2015).

The women entrepreneurs were selected from 38 different AGP woredas across the four regions of AGP-LMD interventions. By strengthening these women’s capacities, AGP-LMD is creating role models in the selected thirty eight woredas so that others can follow in their footsteps.

Module 4 training was conducted in all four AGP-LMD regions. Module 5, the final module, was held at the Women in Self Employment (WISE) premises in Addis Ababa, bringing all 107 women entrepreneurs together in one place. The training was held on February 23–25, 2015. After the training, the entire group participated in a study tour to Bishoftu, Oromiya region, on February 26–27, 2015.

Region	Type of Business			
	Dairy	MLA	Total	
Amhara	14	12	26	2 animal health
Oromiya	24	7	31	1 animal health
SNNPR	22	9	31	1 animal health 1 feed preparation
Tigray	12	7	19	
<b>Total</b>	72	35	107	

Table 15: Type of business of the training participants

The purpose of the study tour was to expose the participants to dairy farm enterprises that are implementing technology and good management techniques in raising livestock and conducting related activities. The places visited were: Azu Dairy Farm, owned and managed by women entrepreneurs; Adea Milk Processing Cooperative; Debrezeit Prime Farm; Genesis Farm; the Ethiopian Milk and Dairy Industry Development Institute; Zelalem Moges Livestock Fattening; a local abattoir; and Alema Farm, which is supported by CNFA.

A graduation ceremony was held for the 107 women entrepreneurs on February 28, 2015, at the WISE premises in Addis Ababa. It was attended by representatives of the Ethiopian government and the Agricultural Transformation Agency (ATA), as well as USAID leadership, the COR, AGP-LMD leadership and staff members, and other invited guests. Representatives from each region spoke about what they gained from the training and expressed appreciation for USAID’s and AGP-LMD’s support. During the graduation, the women entrepreneurs also displayed their products at the WISE compound.



Figure 9: Women entrepreneurs' graduation ceremony at WISE, Addis Ababa on February 28, 2015

The graduation ceremony attracted the attention of the Ethiopian press, resulting in an article published in the Ethiopian Herald and on the ALLAfrica.com website. (See the article on the next page.)

**by Mesekrem Lemma; article from the Ethiopian Herald and ALLAfrica.com**

Some 107 high-potential women trained in women entrepreneurship and leadership in livestock businesses from the Amhara, Oromia, Southern Nations, Nationalities and Peoples (SNNP) State and Tigray States graduated at a ceremony held on the premises of Women in Self Employment (WISE) yesterday. The graduates bring the total number of women trained in entrepreneurship and leadership to 211.

USAID supported the five-month training under its Agricultural Growth Programme-Livestock Market Development Activity (AGP-LMD). The training, which focused on technical, business and leadership skills, is expected to assist the graduates to become successful business operators as well as mentors to other women in their communities.

Tsige Girma, representing Amhara State trainees said, after the first module training, all of us started assessing ourselves. “Now we have the power to decide. We can negotiate with our spouses and customers. We are now capable of managing our time much better than before (the training).” She added: “Now, there is no one who has not made changes in her business, in the way she dresses, the way she speaks in public, in the way she sees herself and in the manner she relates with her customers.”

Besides, she went on to say that many have expanded their sales income, added side businesses, created market linkages and shared experiences to others while keeping records and using modern technology.

In his opening remark Dr. Teqiba Eshite, Deputy Director of Ethiopian Meat and Dairy Industry Development Institute said: “I am glad to see women coming out of the kitchen. I am sure you won't stop here. The government will support you all your way for you to be globally competitive.”

Marc Steen, AGP-LMD Chief of Party, said that the project works to bridge gaps in value-added activities that limit women from fully contributing to the livestock sector. “To sustain the knowledge gained the project will continue to coach and support the women in their future endeavours.”

Gary Robbins, USAID representative, addressing the gathering said: “You are now serving as mentors to other women, demonstrating the practical skills you obtained over the past months. Challenging the status quo, you are truly role models of women leadership in agriculture. ”

WISE Director Tsige Haile on her part said that the opportunity accorded to the women graduates after taking 5 module training in Business Management and leadership including basic health, HIV and AIDS, nutrition and ICT will undoubtedly benefit not only themselves and their families but also many others in one way or another, as the spill-over effects are inevitable. “The four modules were delivered in the respective States while the 5th took place in Addis Ababa.”

Under the Obama Feed the Future Initiative, USAID supports the Ethiopian government to improve the productivity and competitiveness of the livestock value chains by identifying women who have the potential to become livestock entrepreneurs and role models in providing training as well as coaching.

**Providing coaching for women entrepreneurs (Activity 1.2.9.6)**

AGP-LMD conducted business coaching training for the appropriate woreda experts in Amhara region on February 9–11, 2015. A total of 28 trainees attended the training; however, only 18 percent of the trainees were women. This activity was designed as a follow up to the women entrepreneurship and leadership training, by institutionalizing business coaching to make it part of the concerned government activity and to ensure its sustainability.

In March, the AGP-LMD Senior Gender Advisor supervised the business coaching activity to make sure it is institutionalized, based on the action plan drawn up during the business coaching trainings. Two supervisory visits were conducted in SNNPR and Oromiya regions. The AGP-LMD Gender Advisor also monitored the women entrepreneur trainings at Hawassa, organized under the Pro-Poor value chain development strategy.



IR1 STRATEGY 10.1: USE INNOVATION GRANT FUNDS TO STRENGTHEN THE VALUE CHAIN BUSINESSES

As of March 31, 2015, AGP-LMD has successfully committed USD 1,966,000 (33 percent) of its targeted USD 7,010,000 in grant funding under the Innovation Grants component. Twenty-four grants (24) have been fully executed. Thus far, the majority of these awards have gone to support innovative activities in the Dairy Sector (17 totaling \$ 1,567,000 or 26 percent of available funding), with the remaining committed to projects in the Meat and Live Animal Sector (3 totaling \$299,000 or 5 percent), the Input Supply Sector (3 totaling \$295,000 or 5 percent) and one in the Financial Sector (\$100,000 for 2 percent).

Notably, to date the overall cost-sharing match by awardees is 2:11 against funding contributed by AGP-LMD; objectively, this is a positive sign when viewed as an expression of grantee commitment.

Private enterprises have been the largest recipient of AGP-LMD grants to date at just over 80 percent, with Women-Owned businesses following at 8 percent, NGO's at 6 percent and SME's at 4 percent.

Oromiya Region has seen the largest share of grantees thus far, receiving 62 percent of the grant funding awarded, followed by Amhara (18 percent) and SNNPR (17 percent). Tigray's share of AGP-LMD funding received stands at 3 percent.

However, with 26 Innovation Grant applications still in the pipeline and currently being processed, together with an additional 25 unsolicited grants under consideration, the remaining two-thirds of AGP-LMD's funding will not prove difficult to expend. Indeed, even greater care will need to be exercised to ensure that the remaining grant funds are allocated to those strategic activities likely to produce maximum value chain stimulation and thereby have greatest impact on household income, employment and nutrition. Undoubtedly, the above mentioned distributions among sectors, regions and business types will witness adjustments in the coming months.

**Evaluate and score proposals (Activity 1.3.10.1.3)**

In the reporting quarter, IR 1 received two unsolicited proposals, both for dairy projects. These were added to the 22 unsolicited proposals already on file. A Technical Evaluation Committee was constituted, and all 24 proposals underwent initial evaluation and scoring. Twelve of the applications pertained to MLA activities, and 12 were related to the dairy value chain. In the next quarter, fundable activities will be selected and will undergo a pre-assessment.

**Conduct final review and approval of grant proposals by CFNA HQ and USAID Ethiopia (Activity 1.3.10.1.5)**

Also during this reporting quarter, six grant applications were processed, reviewed and forwarded to USAID for COR, MEO and CO approval. All were for activities supporting dairy value chain development. Two of the grant applications were approved by USAID; the remaining four have received technical approval from the COR but are awaiting signature of their Environmental Review Report (ERR)/Environmental Mitigation and Monitoring Plan (EMMP) following revisions to them requested by the COR. Once re-signed, the applications will be further processed.

Table 17: Grants progress monitoring table IR1, Strategy 10.1

S. No.	Description	LMD Fund			Matching Fund			Budget USD	Actual expense to date USD	Remaining balance USD
		Budget USD	Actual expense to date USD	Remaining balance USD	Budget USD	Actual expense to date USD	Remaining balance USD			
1	Emebet and Her Children Milk & Milk Products PLC	99,458.40	11,453.54	88,004.86	210,261.00	122,783.27	87,477.73	309,719.40	134,236.81	175,482.59
2	Harme Milk and Milk product PLC/ Establish Dairy Laborator	66,431.00	0.00	66,431.00	132,861.00	141,347.71	(8,486.71)	199,292.00	141,347.71	57,944.29
3	Project Mercy	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
4	Almi Milk Processing Factory	99,685.00	38,980.68	60,704.32	234,083.00	564,921.32	(330,838.32)	333,768.00	603,902.00	(270,134.00)
5	Anno Agro Industry PLC Anno Agro Industry PLC	99,931.00	0.00	99,931.00	226,144.00	200,064.08	26,079.92	326,075.00	200,064.08	126,010.92
6	Elemtu Integrated Milk Industry Share Company	99,980.00		99,980.00	201,486.00	131,885.64	69,600.36	301,466.00	131,885.64	169,580.36
7	Evergreen Integrated Milk Production and Process	99,895.00	0.00	99,895.00	213,521.00	341,425.96	(127,904.96)	313,416.00	341,425.96	(28,009.96)
8	Gobe Improved Heifer Multiplication and Integrated Agro Business Company	99,700.00	39,921.09	59,778.91	200,000.00	193,250.00	6,750.00	299,700.00	233,171.09	66,528.91
9	KAL-MER DAIRY & MILK PROCESSING ENTRPRISE(KM-DMPE)	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
10	Life Agro Industry	99,923.60	0.00	99,923.60	211,789.50	531,325.00	(319,535.50)	311,713.10	531,325.00	(219,611.90)
11	Yakla Milk and Milk Products Trade Private Enterprise (Yakla)	99,979.00	0.00	99,979.00	198,558.00	166,344.20	32,213.80	298,537.00	166,344.20	132,192.80
12	Martha Kassa Milk and Milk Products Shop	49,500.00	0.00	49,500.00	25,000.00	0.00	25,000.00	74,500.00	0.00	74,500.00
13	Yetnora Dairy Cooperative Gojam Union	99,340.00	-	99,340.00	199,772.00	-	199,772.00	299,112.00	-	299,112.00
14	Tigray Multipurpose Marketing Federation	94,272.00	-	94,272.00	141,115.00	-	141,115.00	235,387.00	-	235,387.00
15	BahirDar Dairy Cooperative	94,943.50	-	94,943.50	78,969.99	-	78,969.99	173,913.49	-	173,913.49
16	Bokra Farmers Cooperative Union	98,978.00	-	98,978.00	118,066.00	-	118,066.00	217,044.00	-	217,044.00
17	Biftu Berga Dairy Cooperative	99,621.00	-	99,621.00	95,690.00	-	95,690.00	195,311.00	-	195,311.00
17	<b>Total</b>	<b>1,567,423.14</b>	<b>90,355.31</b>	<b>1,477,067.83</b>	<b>3,413,036.17</b>	<b>3,006,628.61</b>	<b>406,407.56</b>	<b>4,980,459.31</b>	<b>3,096,983.92</b>	<b>1,883,475.39</b>
S. No.	Description	LMD Fund Budget USD	Actual expense to date USD	Remaining balance USD	Matching Fund Budget USD	Actual expense to date USD	Remaining balance USD	Matching Fund Budget USD	Actual expense to date USD	Remaining balance USD
1	Yakila Export/Import PLC Mobile Abattoir Establishment	100,000.00	0.00	100,000.00	200,086.00	144,600.00	55,486.00	300,086.00	144,600.00	155,486.00
2	Dr. Amsalu Mobile Butcher	99,100.00	0.00	99,100.00	200,500.00	131,142.26	69,357.74	299,600.00	131,142.26	168,457.74
3	S&S Farms PLC	99,710.00	0.00	99,710.00	199,500.00	740,548.00	(541,048.00)	299,210.00	740,548.00	(441,338.00)
3	<b>Total</b>	<b>298,810.00</b>	<b>0.00</b>	<b>298,810.00</b>	<b>600,086.00</b>	<b>1,016,290.26</b>	<b>(416,204.26)</b>	<b>898,896.00</b>	<b>1,016,290.26</b>	<b>(117,394.26)</b>
S. No.	Description	LMD Fund Budget USD	Actual Expense to date USD	Remaining balance USD	Matching Fund Budget USD	Actual expense to date USD	Remaining balance USD	Total investment Budget USD	Actual expense to date USD	Remaining balance USD
1	Addis Livestock Production and Productivity Improvement Service (ALPPIS)	100,000.00	62,482.00	37,518.00	200,000.00	201,244.58	(1,244.58)	300,000.00	263,726.58	36,273.42
2	Ethi-Feed PLC (Feed Expansion project)	95,000.00	37,556.66	57,443.34	190,000.00	229,073.71	(39,073.71)	285,000.00	266,630.37	18,369.63
3	GUTS Agro Industry Plc	99,939.00	0.00	99,939.00	191,579.00	151,261.97	40,317.03	291,518.00	151,261.97	140,256.03
3	<b>Total</b>	<b>294,939.00</b>	<b>100,038.66</b>	<b>194,900.34</b>	<b>581,579.00</b>	<b>581,580.26</b>	<b>(1.26)</b>	<b>876,518.00</b>	<b>681,618.92</b>	<b>194,899.08</b>
S. No.	Description	Budget USD	Actual Expense to date USD	Remaining balance USD	Budget USD	Actual Expense to date USD	Remaining balance USD	total investment Budget USD	Actual Expense to date USD	Remaining balance USD
1	Kifiya Financial Technology PLC	99,965.35	65,000.00	34,965.35	202,944.07	136,204.69	66,739.38	302,909.42	201,204.69	101,704.73
1	<b>Total</b>	<b>99,965.35</b>	<b>65,000.00</b>	<b>34,965.35</b>	<b>202,944.07</b>	<b>136,204.69</b>	<b>66,739.38</b>	<b>302,909.42</b>	<b>201,204.69</b>	<b>101,704.73</b>
23	<b>Grand Total</b>	<b>1,966,198.49</b>	<b>255,393.97</b>	<b>1,518,589.02</b>	<b>4,164,032.25</b>	<b>4,740,703.82</b>	<b>(576,671.57)</b>	<b>5,938,015.24</b>	<b>4,996,097.79</b>	<b>941,917.45</b>

Table 18: Work plan progress monitoring table IR1, Strategy 10.1: Use Innovation Grant Funds to Strengthen the Value Chain Businesses

Activity Description	Value Chain	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2014 Implementation Schedule and Quarterly Target												Cumulative achievement (July-Mar 2015)			2015 Target (July 2014-June 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			
<b>Component 3</b>																																
<b>1.3.10 Stimulate Investments and Access to Finance throughout the VC</b>																																
<b>1.3.10.1 Use innovation grant funds to strengthen the value chain businesses supported by IR1</b>																																
1.3.10.1.1 Issue new RFAs & disseminate information & create awareness of RFAs in all project areas.		# RFAs	na	na	0	Cancelled	No new RFA's will be issues				1																na	na		na	na	1
1.3.10.1.2 Receive grant proposals	MLA	# proposals	na	na	0	Ongoing	Unsolicited grants																				na	na	14	na	na	30
	Dairy		na	na	2	Ongoing																						na	na	8	na	na
1.3.10.1.3 Evaluate & Score proposals	MLA	# proposals	na	na	12	Ongoing																					na	na	12	na	na	30
	Dairy		na	na	12	Ongoing																						na	na	12	na	na
1.3.10.1.4 Conduct Pre-award assessments (environmental & compliance)	MLA	# proposals	na	na	2	Ongoing					5																na	na	4	na	na	45
	Dairy		na	na	4	Ongoing						5																na	na		na	na
1.3.10.1.5 Conduct final review and approval of grant proposals by CNFA HQ and USAID/Ethiopia	MLA	# proposals	na	na	6	Ongoing																					na	na	8	na	na	45
	Dairy		na	na	0	Ongoing																						na	na		na	na
1.3.10.1.6 Develop & Sign grant agreements (implementation activities addressed in Strategies 2, 4, 5 and 7 based on type of applicant or activity)	MLA	# agreements	na	na	0	Ongoing																					na	na	2	na	na	45
	Dairy		na	na	0	Ongoing																						na	na		na	na
1.3.10.1.7 Conduct Grant Close-Out Activities	MLA	# grants																														3
	Dairy																															

**Support equity investment in livestock businesses (Activity 1.3.10.2.1)**

During this reporting quarter, as a follow-up to the 2014 Regional Investment Forums, Nuru Social Enterprises and Abay Feed in Hawassa, SNNPR drafted and reviewed an MoU/Term Sheet to engage in in-depth technical due-diligence for investment partnership. In addition to the hands-on support provided during the conduct of the investment forum in Hawassa, AGP-LMD is providing advisory support to Abay Feed and Nuru throughout the negotiation processes.

AGP-LMD also assisted Verde Beef PLC, a live animal fattening and meat export company, to inform and attract U.S. investors. AGP-LMD briefed a group of interested investors on investment opportunities, risks, and mitigation mechanisms in February 2015.

Later in the quarter, AGP-LMD identified two investor groups interested in investing in dairy and livestock businesses in Ethiopia. AGP-LMD shared the profiles of two animal fattening and slaughtering businesses for Arabica's review and is awaiting their response.

Similarly, Zaza Advisor, an investor group from the U.S., contacted AGP-LMD for referrals of businesses for investment. AGP-LMD shared the profiles of Kegna General Trading PLC and Verde Beef PLC for Zaza's review. AGP-LMD is currently planning and coordinating investor group visits for the week of April 13, 2015.

**Develop localized, private Business Development Service (BDS) providers (Activity 1.3.10.2.2)**

AGP-LMD delivered a Training of Trainers (ToT) to 18 BDS providers in 2014. Since then the trainees provided BDS services to 22 women who applied for an RFA-2 AGP-LMD Innovation Grant in August last year. The support included a three-day training session on enterprise management skills and two days of assisted work to complete their grant appli

In view of the apparent need for BDS services in all AGP-LMD regions, and the need to capacitate local private providers, AGP-LMD plans to partner with the Dairy Development Program of the Dutch Embassy, and expand the BDS capacity-building program on a larger scale. Initial discussions with representatives of the Dutch program were positive.

**Support debt financing to livestock businesses (Activity 1.3.10.2.3) & Identify businesses interested in debt financing, and the type of financing needed - working capital, medium and long term loans (Activity 1.3.10.2.3.1)**

In this reporting quarter, AGP-LMD identified eight businesses looking for support in accessing debt financing from banks. Guranda Agro-Industry, and Debanke Dairy Farm and Processing have submitted business plans. The other businesses have been advised to prepare and submit their business plans soon for review and possible revision/upgrading.

The eight businesses are seeking to invest a vast range of equity supported by debt financing, ranging from 3.5 million birr (Guranda) to 30 million birr (Evergreen, Debanke). While the debt financing need of most of the businesses is for working capital, Evergreen is looking to borrow \$100,000 USD for the purchase of a vehicle to transport milk, Elias needs about \$600,000 in working capital to export 2000 cattle to Saudi Arabia, Timret Agro Industry is seeking funding for construction purposes, and Debanke seeks funding for acquisition of machinery and vehicles in addition to working capital.

### **Prepare businesses for debt financing, soft support (1.3.10.2.3.3)**

The business plans submitted by Guranda Agro Industry, and Debanke Dairy Farm and Processing have been thoroughly reviewed, and detailed comments have been provided in an effort to upgrade the business plans. In addition, a site visit to Bahir Dar town and its vicinity was conducted on March 12–13, 2015 to assess the viability of the dairy businesses. The business sites visited were Evergreen Dairy Farm and Processing, Tena Dairy Processing, and Debanke Dairy Farm & Processing.

### **Referral to banks with and without DCA credit guarantees (1.3.10.2.3.4 & 1.3.10.2.3.5)**

AGP-LMD assisted a number of businesses in the reporting quarter in accessing loans from commercial banks. Borena Dairy Farm, Mulugeta Dairy Farm, Kombolcha Agro Industry, Emiru Dairy Farm and Agea Mengistu Dairy Farm (woman entrepreneur) were assisted in accessing loans from banks through the USAID/DCA loan guarantee program.

Similarly, Kombolcha Agro Industry PLC received 3.6 million birr to fatten and export 220 oxen and 200 camels to Saudi Arabia. It will invest 6.5 million birr of its own funds to successfully carry out this exporting activity. Emiru Dairy Farm received 1.2 million birr in loans, which it will combine with its own existing capital of 4 million to expand its dairy farming activities in Adama. Likewise, Agea Mengistu Dairy Farm received 400,000 birr to expand its existing business, combined with an existing investment capital of 568,282 birr.

In addition, Belaj Technology PLC, a dairy equipment importer, was assisted in accessing a loan from Dashen Bank in the amount of 1 million birr under the DCA-Loan Portfolio Guarantee (DCA-LPG) facility. The funding is meant to cover imports of quality milking equipment and accessories from DeLaval, a globally renowned high-quality dairy equipment manufacturing company. AGP-LMD has interacted with DeLaval, with the aim of facilitating technology transfer and adaptation, in follow-up to the Washington D.C. Livestock Investment Forum in May 2014.

Based on AGP-LMD's referral without credit guarantees (not leveraging the DCA), Verde Beef PLC accessed a \$3 million USD loan from Zemen Bank. Combining its own investment of \$2.1 million USD, Verde plans to establish a feedlot with a capacity of finishing 4,000 cattle during the first year of the project. Verde projects an annual capacity of 33,000 cattle by the end of the fifth year, with some additional investment from equity investors.

As a follow up to businesses that have been referred to partner banks under the DCA Loan Guarantee facility, Mulugeta Niguse Dairy Farm & Processing has been approved for a 2.5 million birr loan by the Cooperative Bank of Oromiya, pending fulfillment of some formalities for disbursement. However, we have learned from the promoter that the location of the farm is to be moved by the regional government for industrial setup, forcing the bank to withhold disbursement of the loan until the relocation is finalized.

### **Design and pilot financial products/models (Activity 1.3.10.2.6)**

AGP-LMD is currently reviewing a proposal to develop micro-insurance products for livestock. If the products are developed, they will be piloted under the grant-supported activities being undertaken by Kifya Financial Technologies, in collaboration with Sidama MFI.

**Financial assistance to financial businesses – measured as milestones met within grant agreements (Activity 1.3.10.2.8)**

As part of a technical assistance package to Kifiya Financial Technologies (KFT), a grantee from the financial sector, a team from AGP-LMD observed first-round client enrollment operations by KFT and Sidama MFI in Wondogent, SNNPR. KFT and Sidama were conducting marketing and promotional activities for a mobile banking solution developed with the support of USAID/AGP-LMD. In conjunction with the promotional activities, Kifiya agents enrolled clients in the mobile banking program, using both mobile and passbook registration of deposits. Twenty-five clients were enrolled into the program on the first day.

Based on Sidama MFI's request, clients were being enrolled for savings mobilization only. In the future, KFT and Sidama would like to add on other financial services, such as credit and micro-insurance services for livestock. In this regard, AGP-LMD is reviewing a proposal submitted by KFT for the development of a micro-insurance product.

By making the Account Service Points (ASPs) operational, Kifiya fulfilled the requirements for the second milestone under its Innovation Grant Agreement with AGP-LMD, and the approval process for its second payment is underway.



IR 2: IMPROVED ENABLING ENVIRONMENT FOR LIVESTOCK VALUE CHAINS  
COMPONENT 4: IMPROVE THE ENABLING ENVIRONMENT OF LIVESTOCK VALUE CHAINS

IR2 STRATEGY 1: FACILITATE AND EMPOWER STAKEHOLDERS FOR POLICY REFORM AND ADVOCACY

**LWGs at the regional level (Activities 2.4.1.1 & 2.4.1.2)**

During this reporting quarter, AGP-LMD organized three MSPs in Oromiya, Tigray and Amhara. The main outcomes of these MSPs were:

- **Oromiya:** A regional Livestock Task Force was established.
- **Tigray:** The regional Livestock Task Force was tasked with identifying policy support mechanisms for issues such as land allocation, tax holidays, duty-free facilities, and financial services. They were asked to present their findings at the next MSP. In addition, School Milk Day activities to educate children and adults about the importance of the consumption of milk and dairy products was highly appreciated.
- **Amhara:** The regional government has issued a new directive that extends the rental period for land from 5 to 25 years. Depending on the nature of the investment, the law further gives additional provisions to extend the rent period beyond 25 years. This positive development was a result of the continuous highlighting of the problem and lobbying by the stakeholders in the livestock sector, spearheaded by AGP-LMD and the policy champions in the region. The change in policy regarding the land lease period was very much appreciated and welcomed by MSP participants.

**Conduct meetings to initiate dialogue on commercialization and privatization of animal health and slaughtering services (Activity 2.4.1.8)**

AGP-LMD, in partnership with the Federal MoA, LVC-PPD, and the SNNPR and Amhara Livestock Agencies, organized a workshop on the commercialization and privatization of animal health services. As an outcome of this meetings, participants in both regions were overwhelmingly pro-privatization and supported the rationalization of veterinary service delivery. Participants considered that:

- The current public sector strategy of subsidizing the provision of veterinary clinical services is not sustainable. It adversely affects the development of the private sector, constrains the delivery of core public goods, and should be progressively withdrawn.
- As licensing requirements are stringent, a grace period of several years (strictly applied) should be granted before full compliance is required of new service centers. This would encourage the establishment of private veterinary service centers.
- An important objective is to ensure that poor livestock producers have ready access to veterinary clinical services. This should be enabled by encouraging poor producers to join Savings and Credit Cooperatives (SACCOs) and similar micro-credit operations. The use of veterinary paraprofessionals is discouraged, as they do not respect ethical and professional standards.

- Improving the supply of veterinary goods should be based upon the establishment of (private) regional drug distribution centers; better testing of drugs for efficacy and safety at both import and field levels; ensuring that retail staff are qualified; and enforcing regulations.
- The allocation of funds at the woreda level could be improved by establishing woreda-administered revolving funds, creating awareness of the importance of veterinary services among local administrators and politicians, directing the allocation of funds from woreda to animal health, good planning by animal health staff, and participation of animal health staff in the woreda-level fund allocation process and policy changes, including the establishment of a separate Ministry of Livestock.

The privatization of livestock services will be taken up by the regional livestock agencies, with the relevant policy-making bodies to effect the change, albeit gradually.

#### **Support the implementation of the Live Animal Trading Proclamation (Activity 2.4.1.10)**

AGP-LMD supported the Tigray Trade Bureau in organizing a sensitization workshop dedicated to the new Live Animal Trading Proclamation. The workshop was held on March 19-20, 2015. The Live Animal Trading regulations and directives made the provisions of the proclamation clearer and more practical. However, most participants expressed concern about the division of labor between various government actors, particularly the MoA and MoT, at the federal and regional levels.

The experiences of public-private management of livestock services and infrastructure that were presented at the workshop were appreciated by the participants and should be considered as an option in Tigray. The region has already started leasing livestock markets to organized youth groups, but it was suggested that it needs more investment and accountability so that the youth groups can invest in the markets and keep them active.



### **Livestock Value Chain Development Trainings (Activities 2.4.2.1.1 & 2.4.2.1.2)**

An international Livestock Value Chain Development Training was conducted on January 12–17, 2015 in Adama. A total of 23 participants attended the training. Participants were drawn from federal and regional public institutions (the MoA and MoI, EMDIDI, livestock agencies, AGP coordination offices, AGP-LMD Regional Coordinators and Advisors). Participants confirmed that the training enabled them to acquire a better understating of value chain concepts and practices. During the evaluation, they stated that the training was timely and useful, since AGP II is now being formulated.

### **Institutional capacity building of EMDIDI to improve dairy and meat technology in Ethiopia (Activity 2.4.2.2)**

A progress review meeting for joint plan implementation was held between EMDIDI and AGP-LMD during this reporting quarter. Highlights of the meeting were:

- **Production of a twinning assessment document:** The finalized document of the Twinning Needs Assessment Report conducted by EMDIDI staff with the support of AGP-LMD was submitted to the State Minister of Industry, Dr. Mebrahtu. AGP-LMD is expecting an official endorsement and written request from the Ministry to USAID and then AGP-LMD to go ahead with the twinning exercise.
- **Equip the audiovisual library of EMDIDI:** EMDIDI's request for audiovisual equipment was accepted by AGP-LMD and the procurement process is underway.

### **Organize ToT on using new technologies for a disease reporting system for each region (Activity 2.4.2.3.1)**

AGP-LMD supported the MoA in organizing a Training of Trainers (ToT) on the use of new technology for a disease reporting system in Amhara, Tigray and SNNPR. The training focused on using mobile phone technology for livestock disease reporting. Such technology will enhance the capacity of the MoA in getting real-time disease reporting for timely response and decision-making. AGP-LMD is discussing with the MoA the possibility of conducting training for 30 animal health professionals in the four AGP-LMD regions.

### **Introduce slaughterhouse standards and control systems in selected woredas and follow up on the implementation (Activity 2.4.2.5.2)**

In the reporting quarter, three towns in Oromiya (Fiche, Ambo and Bokoji) were selected as sites for conducting town-level sensitization workshops. A team from Oromiya Livestock Agency and AGP-LMD cooperated with the mayors of these towns to hold the workshops in the first week of April 2015.

### **Livestock Identification and Traceability System (LITS) (Activity 2.4.2.7)**

A major achievement during this quarter was the signing of the MOU between the MoA and USAID for the implementation of the LITS pilot project.

The launch meeting of the LITS Pilot Project was held on February 14, 2015, and was chaired by H.E. Dr. Gebregziabhier Gebreyohannes, State Minister of Livestock. In attendance was H.E. Dr. Mebrehatu Melese, State Minister of Trade, along with 22 high-level representatives from USAID, the public and

private sector, and civil society. The Steering Committee endorsed its terms of reference and the proposed members of the committee. The attendance of two State Ministers at the event demonstrates the Ethiopian government's strong support for the LITS project.

The LITS Working Group held four meetings during this quarter. Key outcomes of these meeting were:

- the adoption of SoWs for the Legal Framework, Communication Strategy and Property Identification,
- the endorsement of the LITS Database Technical Sub-committee meeting findings that, subject to confirmation of a functional database,
- the endorsement of the Terms of Reference (ToR )for the Tag Revolving Fund and Primary Market Institutional Arrangements studies,
- the election of export feedlot participants for the LITS pilot,
- the finalization of the list of participants for the tour of the Namibian LITS (NamLITS),
- the proposed SoW for the Abergelle field trips, and
- an agreement to invite a representative from USAID's PRIME project to assist with primary market arrangements.

In March 2015, the LITS team visited Tigray to gain an in-depth understanding of the cattle supply routes to Abergelle, primary markets and market actors; to assess stakeholders of the Ethiopian LITS (ET-LITS) project; and to select feedlots, feedlot owners, fattening cooperatives and primary markets to participate in the ET-LITS pilot project. During the field visit, meetings were held with a total of 57 public and private stakeholders, who expressed their support for the introduction of LITS. Personnel at the Bureau of Agriculture (BoA) are well versed on the aims, objectives and benefits of LITS and fully support its implementation.

The tag tender was published by the European Union's LVC-PPD project on March 5, 2015. The closing date for submissions and opening of tenders was March 26, 2015, and the deadline for contract signing is April 26, 2015. The first tag consignment is expected towards the end of May 2015. The LITS Working Group has assigned members to represent it on the tag selection committee.

After a two-month delay, the two AGP-LMD LITS experts will begin working for the LITS pilot on April 1, 2015. The delay was due to requested changes in the composition and contracting of the LITS team.





Table 23: Work plan progress monitoring table IR 2 Strategy 2: Livestock Identification and Traceability System (Cont'd.)

Activity Description	Unit	Quarterly Performance (Jan - Mar 2015)			Status	Remark	PY 2014/15 Implementation Schedule and Quarterly Targets												Cumulative achievement (July 2014 - March 2015)			2015 Target (July 2014 - June 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.						
		<b>2.4.2.7.15 Identification device procurement</b>																																
2.4.2.7.15.1 Finalize identification device and wording	ID tag choosen	na	na	0	Cancelled	No longer an LMD activity, procurement done by EU LLVC project																						na	na	0				1
2.4.2.7.15.2 Put out for tender identification device	Tender released	na	na	0	Cancelled	No longer an LMD activity, procurement done by EU LLVC project																						na	na	0				1
2.4.2.7.15.3 Procure 90,000 tags for highland and lowland	Tags in possession of MoA	na	na	0	Cancelled	No longer an LMD activity, procurement done by EU LLVC project																						na	na	0				1
<b>2.4.2.7.16 Training for tags and animal health forms</b>																																		
2.4.2.7.16.1 Develop workshop training materials	# of materials developed	na	na	0	Ongoing																							na	na	0				1
2.4.2.7.16.2 Train feedlot staff, buyers and abattoirs on data collection and tag application - Phase I	# of trainees	na	na	0	Postponed																							na	na	0				50
2.4.2.7.16.3 Train transport drivers and veterinary officer/health worker and quarantine officer - Phase I	# of trainees	na	na	0	Postponed																							na	na	0				50
<b>2.4.2.7.17 Create legal protocols for LITS in Ethiopia</b>																																		
2.4.2.7.17.1 Ensure Ethiopian Animal Identification Act is in line with the LITS	# of changes to current laws	na	na	0		Planning is for July 2015																						na	na	0				1
<b>2.4.2.7.18 Monitoring and Evaluation (M&amp;E)</b>																																		
2.4.2.7.18.1 Develop checklist to assess compliance for data entry throughout the value chain	Check list approved by MoA	na	na	0		Planning is for November 2015																						na	na	0				1
2.4.2.7.18.2 Conduct montly evaluation to ensure compliance throughout the value chain	# of correct compliance evals	na	na	0		Planning is for July 2015																						na	na	0				7
2.4.2.7.18.3 Quarterly review of project progress and price of cattle in LITS vs. non-LITS	# of sites evaluated	na	na	0		Planning is for July 2015																						na	na	0				4
2.4.2.7.18.4 Annual Project Evaluation	Completion of eval	na	na	0		Planning is for July 2015																						na	na	0				1
2.4.2.7.18.5 Documenting lessons learned and dissemination	# of lessons learned	na	na	0		Planning is for July 2015																						na	na	0				1
<b>2.4.2.7.19 Marketing of LMD nationally and internationally</b>																																		
2.4.2.7.19.1 Engage with international importers	# of workshops	na	na	0		Planning is for November 2015																						na	na	0				1
2.4.2.7.19.2 Start international media campaign to announce Ethiopia has established LITS	# of messages	na	na	0		Planning is for November 2015																						na	na	0				1
2.4.2.7.19.3 Marketing of program nationally	# of messages	na	na	0		Planning is for November 2015																						na	na	0				1

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## IR2 STRATEGY 3: INSTITUTIONAL COORDINATION AMONG STAKEHOLDERS

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

AGP-LMD participated in the regional and federal technical committee meetings during this quarter, and presented AGP-LMD's six-month progress reports.

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## IR2 STRATEGY 4: APPLIED RESEARCH FOR DEVELOPMENT

### **Identify research topics (Activity 2.4.4)**

AGP-LMD and the MoA have tentatively identified three research topics. These are:

1. Assess/study and compile the requirements of potential importing countries for Ethiopian Meat and Live Animals (MLA).
2. Develop a biosecurity system for dairy and MLA that would lead to certification and accreditation of facilities in the future.
3. Assess how meat inspection training can best be institutionalized and identify the capacity development needs.

AGP-LMD plans to hold meetings next quarter with the MoA and other stakeholders to develop the SoWs for these studies.

During the reporting quarter, a breakthrough in public-private management of livestock facilities was made. A study conducted earlier in collaboration with the MoA, MoT and the Agricultural Knowledge, Learning, Documentation and Policy Project (AKLDP) on PPP management of livestock services (especially live animal quarantine facilities) initiated positive discussions in the MoA. Based on the request of the Minister, H.E. Ato Tefera Derebew, the Directorate of Veterinary Services prepared a brief synopsis of the study to assist decision-making on the management options for Mille Quarantine Station (MQS). During this quarter, the Minister made a decision to manage MQS through PPP arrangements, in line with the recommendations of the study. This is considered a breakthrough and a major success in AGP-LMD-MoA cooperation.

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## IR2 STRATEGY 5: LINKAGE CREATION WITH OTHER USAID PROJECTS

A meeting was held with AGP-LMD, GRAD, PRIME and AKLDP on the production of Technical Briefs on various topics related to livestock activities. A consensus was reached on the relevance of the Technical Briefs, but there was agreement that a discussion should be held with the Minister of Agriculture to secure government buy-in and ownership. As the next step, AGP-LMD and AKLDP will meet with the State Minister of Agriculture to determine the course of action.

In addition, AGP-LMD invited GRAD woreda trade offices and livestock traders to attend the Live Animal Trading Proclamation workshops. The main objective of inviting GRAD woreda participants is to create a common understanding on the new proclamation among actors in the livestock marketing system. GRAD woredas are live animal suppliers to larger live animal markets in the AGP woredas and export abattoirs. The workshops were held in all regions (Oromiya, Amhara, SNNPR and Tigray).

### **Opportunities**

**Livestock Working Groups (LWGs):** The MoA's Animal Health Directorate and its respective regional livestock agencies have shown great enthusiasm in establishing LWGs. These groups have played a leadership role in identifying key policy issues, setting MSP agendas and inviting MSP participants. This high level of sense of ownership is highly encouraging to AGP-LMD in working with public institutions.

**Public-Private Partnerships (PPPs):** PPPs are commonly used to enhance the efficiency, quality and cost effectiveness of livestock services. Following the study conducted on PPP management of MQS in collaboration with the MoA, MoT and AKLDP, the Minister of Agriculture made the decision to manage the new live animal quarantine station, built with an outlay of 100 million birr through PPP arrangement. This initiative would create enormous PPP opportunities to raise value-chain competitiveness, develop the capacity of smallholder farmers, and respond to the institutional, infrastructural and technological needs for value-chain addition in other livestock services, especially livestock markets and domestic abattoirs.

### **Challenges**

The commitment anticipated from public institutions, EMDIDI in particular, has not been at the level agreed. This has resulted in the delay of a number of activities.

In addition, some activities that LMD had planned to conduct with AGP and USAID partners are lagging behind as they are not under LMD's direct control. For example, LMD had planned to participate in and contribute to an AGP, CASCAPE, AGP-AMDe and AGP-LMD (ACAL) task force activity; however, ACAL is not active at the moment, so the activity has not taken place. The joint activity we have with AKLDP is also moving more slowly than planned.

The Livestock Agency in Oromiya has confirmed its opinion of LMD's work with Community Animal Health Workers (CAHWs), resulting in a complete stop of these activities on the agency's instructions. AGP-LMD will also put these activities on hold in the other regions and look for closer collaboration with Livestock Agencies in working with AHAs and CAHWs.



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

### COMPONENT 5: ENHANCE THE NUTRITIONAL STATUS OF RURAL HOUSEHOLDS

#### IR3 STRATEGY 2<sup>1</sup>: UTILIZATION (IMPROVE HOUSEHOLD NUTRITION-RELATED BEHAVIOR)

##### **Provide quarterly training to Health Extension Workers (HEWs) on maternal and child nutrition modules to be implemented with the care group (CG) approach (Activity 3.5.2.1.2)**

During the reporting quarter, AGP-LMD organized training for 115 HEWs (89 female) and their supervisors and health center heads from target kebeles in Oromiya and Tigray regions. Due to government restrictions on the number of training sessions for HEWs, the six modules were provided to the HEWs in Tigray in one session. In Oromiya, two modules were given at a time. The training was provided by nutrition and maternal child health (MCH) experts from the woreda health office who had received ToT before. At the end of the training, participants prepared an action plan that was given to the woreda health office and the focal persons of AGP-LMD's IPs, the Relief Society of Tigray (REST) and the Oromo Grassroots Development Initiative (HUNDEE).

##### **Provide training to Agriculture Extension Workers (AEWs)/Development Assistants (DAs) on dietary diversity, key Infant and Young Child Feeding (IYCF) messages, and livestock product preservation and storage messages (Activity 3.5.2.1.6)**

Men play an important role in determining household food consumption patterns. Therefore, AGP-LMD also channels Social Behavioral Change Communication (SBCC) messages to male household members via DAs. DAs or AEWs work closely with farmers and are supporting the improvement of agricultural production directly.

Using existing government structures, AGP-LMD provided training for DAs on dietary diversity and counseling techniques to reach farmers with SBCC messages. A total of 60 DAs (14 female) received the training. The DAs came from 11 kebeles in Metema woreda and the agriculture office of Bahir Dar town administration. The main objective of these trainings was to improve the knowledge of DAs in transmitting SBCC messages. In the training, the kebeles reported on their performance during the past six months, after having participated in a previous training by AGP-LMD. According to their reports, DAs have reached farmers with SBCC messages in their respective kebeles. At the end of the training, the participants prepared an action plan for the next six months.

##### **Reach farmers/livestock owners with Social Behavioral Change (SBC) messages through AEWs/DAs (Activity 3.5.2.1.6)**

Trained DAs provide nutritional counseling using various communication channels while interacting with farmers at individual visits, the facility/Farmer Training Center (FTC), religious gatherings, various community meetings and watershed management gatherings. In the first quarter of 2015, DAs reported that they delivered SBC messages to 22,939 farmers (8,438 female).

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<sup>1</sup> IR3 Strategy 1, Analysis, was completed in Year 2



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### IR3 STRATEGY 3: AVAILABILITY (IMPROVE AVAILABILITY OF LIVESTOCK-BASED FOOD)

#### **Conduct quarterly campaigns and community events to raise community awareness on key nutrition actions related to the first 1000 days, and safe milk and meat consumption (using edutainment) (Activity 3.5.3.1.1)**

In addition to transmitting messages via DAs, AEWs and HEWs, AGP-LMD used public events to reach communities on a larger scale and create awareness on key child feeding and maternal feeding practices during pregnancy and lactation. During this reporting quarter, AGP-LMD organized three nutrition campaigns and community events in three woredas. An estimated 2,345 people (720 female) representing different members of the community, such as mothers, fathers, youth, and woreda sector office staff, attended the events. The heads of each woreda administration officially opened the events, highlighting the long-term impact of childhood malnutrition, the importance of livestock product consumption for children under the age of two, and the proper care needed for pregnant and lactating mothers. The events featured music, Q&A competitions, a video show, drama, and poems, as well as speeches given by representatives of the health office, religious leaders and the kebele administration.

#### **Establish and support school nutrition clubs to transmit nutrition messages, including safe milk and meat consumption, through school mini media (Activity 3.5.3.1.5)**

During this quarter, AGP-LMD held a one-day School Nutrition Club establishment workshop for 105 (37 female) school nutrition club members from Bahir Dar woreda (Amhara region), Kaftha Humera woreda (Tigray region) and Limu Bilbilo, Girar Jarso and Ambo woredas (Oromiya region). Participants were provided with a template for planning their activities on promoting maternal and child nutrition within the school community using mini-media and other SBCC materials.

#### **Conduct one-day trainings for religious leaders on using religious ceremonies and Sunday gatherings to promote the importance of the nutritional wellbeing of children and mothers (Activity 3.5.3.1.5)**

One of the behavioral gaps in the ten targeted project woredas related to livestock product consumption was observed during the extensive fasting periods for Orthodox Christians, which cover more than 200 days of the year. AGP-LMD organized a one-day training (consultation meeting) for 270 religious leaders (13 female) from nine woredas in Oromiya, Amhara, SNNPR and Tigray on the importance of the first 1000 days, the benefits of livestock products for children under two, and the nutritional wellbeing of children and mothers in the different target woredas. At the end of the training, the participants prepared action plans and agreed to report their achievements on a monthly basis.

#### **Conduct nutrition education and cooking demonstration focusing on livestock products at the Health Post level (Activity 3.5.3.1.8)**

During this quarter, AGP-LMD conducted cooking demonstrations and nutrition education at different Health Posts in the target woredas. A total of 692 mothers (202 pregnant, 207 lactating and 283 with children under five years) participated. In addition, a total of 564 children under the age of five were reported to have benefitted from these demonstrations. Participants reported that prior to the demonstrations; they did not have the knowledge or skills to prepare a diversified diet for their children. Now they have learned about the nutritional benefits of livestock products, how to cook nutritious foods, such as tick porridge, using livestock products, and how to easily diversify their children's diet with locally available foods.

**Establish woreda-level, multi-sectorial nutrition and HIV/AIDS task forces and provide awareness-raising to the task forces in Ambo woreda (Activity 3.5.3.2.1)**

Two half-day Nutrition and HIV/AIDS Task Force workshops were held in Ambo, Oromiya region and Bahir Dar, Amhara region. In total, 18 participants attended the workshops (five female, including the AGP woreda focal person and the PLHIV association representative).

**Conduct a quarterly meeting with the task force to assess the progress on nutrition-related activity; challenges and the way forward (Activity 3.5.3.2.2)**

AGP-LMD, with its IPs SHA and HUNDEE, organized a quarterly progress monitoring meeting with the nutrition and HIV/AIDS taskforce in the target woredas of Oromiya and SNNPR regions. A total of 99 participants (39 female) attended the progress of nutrition and HIV/AIDS interventions was monitored, challenges were identified and key recommendations for the future were made.

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

A one-day sensitization workshop on the nutritional value of livestock products was held. A total of 79 participants (26 female) representing 14 task forces from 13 kebeles of Limu Bilbilo and one kebele of Ambo woreda in Oromiya region attended the workshop.



**Overall progress made during the reporting period**

In the past six months, the HIV/AIDS economic strengthening wrap-around activity has picked up momentum. Progress has been reported from three of the four regions (all except Tigray). The overall target achievement rate from the three regions is more than 50 percent, and it is expected that the remaining targets will be covered in the coming quarter.

In the reporting quarter, another significant achievement is the business skills training conducted in Amhara and Tigray. More than 300 targets are now expected to start their own businesses using the PEPFAR grant facility from AGP-LMD. If the pace of performance improves further in the coming quarter, it can be projected that more than 70 percent of the planned activities will be accomplished by the end of the fourth quarter. To achieve this goal, the synergy and commitment of AGP-LMD, IPs and stakeholders in the project woredas is needed.

**Identify and select eligible clients for Saving and Credit Groups (SCGs) in each project woreda (Activity 3.5.4.1.1)**

The SCG client selection process has been cumbersome, particularly in the rural kebeles of the project woredas, due to fear of stigma and discrimination as well as the scattered nature of the rural households. In this reporting quarter, a total of 388 clients in the three regions of SNNPR, Oromiya and Amhara were identified. The aforementioned total brings the total number of clients selected during the project period to 692, 63 percent of the planned annual target (1,100). Table 28 shows that in Oromiya and Amhara regions, a significant number of clients still need to be selected. No progress has been made yet in Tigray.

Region	Clients Selected for the ES program			Clients selected before this quarter	Total clients selected so far	Remaining clients to be selected in the coming quarter
	M	F	T			
SNNPR	46	119	165	0	165	55
Oromiya	49	98	147	164	311	129
Amhara	19	57	76	140	216	114
Tigray	0	0	0	0	0	110
<b>LMD Total</b>	<b>114</b>	<b>274</b>	<b>388</b>	<b>304</b>	<b>692</b>	<b>408</b>

Table 27: Clients selected and remaining to be selected per region

**Provide orientation about saving group formation and the importance of saving groups being part of the program (Activity 3.5.4.1.2)**

Most of the clients selected in Activity 3.5.4.1.1 above have been given orientation about the importance of savings, its methodology and benefits. In this reporting month, a total of 363 clients in the three regions of SNNPR, Oromiya and Amhara have participated in the orientation sessions. Table 29 shows that AGP-LMD has provided the orientation to all selected clients in SNNPR, about 48 percent of the selected clients in Oromiya and about 26 percent of the selected clients in Amhara.

Region	Clients oriented for the ES program		
	M	F	T
SNNPR	46	119	165
Oromiya	49	98	147
Amhara	12	39	51
Tigray	0	0	0
<b>LMD Total</b>	<b>107</b>	<b>256</b>	<b>363</b>

Table 28: Clients oriented about saving groups per region

#### **Conduct Selection, Planning and Management (SPM) ToT for IP and key stakeholder staff (Activity 3.5.4.2.1)**

A five-day training session was held on February 9–13, 2015 for participants from the Oromiya and SNNPR project woreda technical teams (from various government offices) and staff from AGP-LMD IPs. A total of 32 trainees (8 female) attended the training.

#### **Conduct SCG TOT Training for IP and stakeholders staff (Activity 3.5.4.2.2)**

This activity capacitated recently recruited woreda-level HIV/AIDS and nutrition focal persons from AGP-LMD IPs HUNDEE, SHA and REST, in understanding the process of facilitating SCG formation and loan management trainings, as well as coordinating and following up on created SCGs. A total of six participants (no female) were given refresher training.

#### **Provide technical support to IPs and project woredas (Activity 3.5.4.2.4)**

During the reporting quarter, the AGP-LMD HIV/AIDS team provided technical support to nine of the 10 deep focus project woredas. The main technical support focused on SCG performance evaluation (in Amhara and Tigray), provision of technical support to SCG and business trainings, field-level support for quarterly review meetings, and follow up and support for newly established SCGs. Table 30 provides the overview of woredas visited and the type of support provided during this quarter.

Region	Project woredas supported	Coverage in the quarter	Major area of support
<b>Oromiya</b>	Lume, Limu Bilbilo, Girar Jarso	80% covered; G/Jarso visited twice	<ul style="list-style-type: none"> <li>• SCG training support</li> <li>• Follow up of established SCGs and other activities</li> </ul>
<b>Amhara</b>	Metema, Bahir Dar, Dejen	100% covered; Dejen visited twice	<ul style="list-style-type: none"> <li>• SCG performance evaluation check</li> <li>• Business skills training visit and coaching of other activities</li> </ul>
<b>SNNPR</b>	West Azernet, Wondogenet	100% covered; W/Azernet supported twice at field level	<ul style="list-style-type: none"> <li>• Quarterly review meeting</li> <li>• SCG training and target selection and other activities</li> </ul>
<b>Tigray</b>	Kafta Humera	100% covered but only once	<ul style="list-style-type: none"> <li>• SCG performance evaluation check</li> </ul>

Table 29: Woredas visited and type of support provided

#### **Provide SCG training to eligible clients (Activity 3.5.4.2.5)**

Of the selected and oriented clients, a total of 330 new targets were trained in SCG formation and loan management for four days; after the training, a total of 23 SCGs were created. The established groups mobilized a total initial savings of 40,680 birr during the establishment phase. AGP-LMD in SNNPR shows the best performance in the number of SCGs and clients trained, followed by Oromiya and Amhara. Tigray, due to the non-selection of clients, reports no progress at all (see Table 30).

Region	Targets trained in SCG and loan management			Number of SCGs formed	Initial saving mobilized (ETB)
	M	F	T		
SNNPR	46	119	165	12	16,500
Oromiya	44	77	121	8	16,780
Amhara	14	30	44	3	7,400
Tigray	0	0	0	0	0
<b>LMD Total</b>	<b>104</b>	<b>226</b>	<b>330</b>	<b>23</b>	<b>40,680</b>

Table 30: Clients trained in SCG and loan management per region.

#### **Provide SPM training for all eligible and matured saving groups (Activity 3.5.4.2.7)**

The first batch of 23 SCGs established from June–Sept 2014 have now matured and are ready to start their own businesses. To this end, 317 members of these 23 SCGs in Metema, Bahir Dar, Dejen, and Kafta Humera woredas have been trained in business selection, planning, and management. The five-day training has given participants the knowledge and skills to identify, select, plan, and manage their businesses.

#### **Provide market-based solutions (Activities 3.5.4.3.1–8)**

Only a few activities have been accomplished under this strategy, since the clients are still in the saving phase, and most of the planned activities are related to market and market linkage. However, there are some activities that can be implemented now, such as creating employment opportunities for PLHIVs and providing vocational skills training for self-employment. Initially, microenterprises did not have to be related to or work in the livestock sector. As a result these clients will not benefit from additional AGP-LMD interventions and opportunities. This quarter, AGP-LMD has reviewed its strategy in regard to the PLWHA wrap-around activities and revised some of its requirements so that microenterprises must be related to the livestock sector.

#### **Assess and prepare eligible PLHIV to be given vocational skills training and be self-employed after short-term skills training (Activity 3.5.4.3.4)**

In this reporting quarter, Amhara region reported that six trainees were selected. The identified areas of skills training are hairdressing (four members) and food preparation (two members). The selected targets are expected to start the vocational skills training in April 2015, and will be self-employed afterwards. Agp-LMD will cover the training fees and the cost of items needed to start the businesses.

### **Identify and map PLHIV support groups/institutions in each project (Activity 3.5.4.5.1)**

During the reporting quarter, progress was made on the Amhara and Oromiya projects. The mapping and service directory was finalized for three AGP-LMD deep focus woredas in Oromiya (Ambo, Girar Jarso and Limu Bilbilo) and one in Amhara (Dejen). In Oromiya, the finalized service directory was distributed to stakeholders. In Amhara (Dejen), the service directory was distributed to all stakeholders and saving groups, but no discussions took place on the directory, which may limit understanding.

### **Challenges and Opportunities**

#### **Challenges**

- The slow client identification process in most woredas (due to the fear of stigmatization and discrimination);
- The delay in implementation of planned activities;
- The delay in PEPFAR grant facility implementation due to the strategic review and revision of the grants manual;
- The lack of transportation for the woreda Nutrition and HIV/AIDS Facilitator, needed to collect the reports, supervise and follow up. (The procurement process for 10 motorbikes is almost complete.);
- The procurement process for stationery, communication materials (CDMA) and laptops for woreda nutrition and HIV officers in the 10 woredas is still in process;
- The delay of CG flip charts in local languages due to the delay in design.

#### **Opportunities**

- More attention will be given to the target screening process, and concerned stakeholders will become more involved;
- Regional coordinators are now responsible for monitoring the implementation of the regional sub-contract agreements with the IPs;
- The HIV/AIDS team, Regional Coordinators and IPs will give more attention to the monthly planning meetings and the 13-week activity plans;
- Procurement processes are in the final stages.



Table 32: Work plan progress monitoring table IR3, Strategy 4: HIV/AIDS and PEPFAR Wrap-around activities (Cont'd)

Activity Description	Unit	Quarterly Performance (Jan - Mar 2015)			Status	Remark	PY 2014/15 Implementation Schedule and Quarterly Targets												Cumulative achievement (July 2014 - March 2015)			2015 Target (July 2014 - June 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.				
		<b>3.5.4.3 Provide Market Based Solutions</b>																														
3.5.4.3.1 Facilitate and support existing livestock-enterprise-owning PLHIV groups in expanding/diversifying their businesses in the process applying business idea generation, business plan, preparation and presenting application to LMD office and other external sponsors/donors	# of groups	na	na	0	Postponed				2						6											na	na	0	na	na	8	
3.5.4.3.2 Follow up and support the existing PLHIV-owned livestock enterprises to make sure that they are expanding/diversifying as per the transferred grant	# of groups	na	na	0	Postponed				2						8											na	na	0	na	na	8	
3.5.4.3.3 Create employment opportunities for PLHIV in public and Private sectors (PLHIV who are not enrolled in ES-SCG or ME creation program will be determined by set criteria)	# of PLHIV	0	0	0	Postponed				10						20											0	0	0			50	
3.5.4.3.4 Assess and prepare eligible PLHIV to be given vocational skill training and be self-employed after the short term skill training (PLHIV who are not enrolled in ES program and will be determined by set of criteria)	# of PLHIV	6	0	6	Ongoing				10						10											6	0	6			50	
3.5.4.3.5 Link ME operating groups/individuals to Livestock Value Chains (assuming that half of SGs will mature into ME)	# of micro enterprises	0	0	0	Postponed	postponed since ME are not yet created due to delay in contract agreements and business TOTs				36					46											0	0	0			36	
3.5.4.3.6 Link ME operating groups/individuals to market information service providers in their locality	# of micro enterprises	0	0	0	Postponed	Micro enterprises not yet created				36					46											0	0	0			36	
3.5.4.3.7 Link ME operators with Micro Finance Institutions for leveraging their financial stress in running and expanding their business	# of ME operators	0	0	0	Postponed	Micro enterprises not yet created																				0	0	0			23	
3.5.4.3.8 Involve PLHIV business groups (MEs) in trade fairs and other promotions conducted in their localities/regions or other national programs as their capacity allows them to do so	# of woredas	0	0	0	Postponed	Micro enterprises not yet created																				0	0	0			10	
<b>3.5.4.4 Matching fund and Grant Transfer</b>																																
3.5.4.4.1 Transfer matching fund for matured saving groups who are ready to start micro enterprises( existing groups)	# of participants	0	0	0	Postponed	Due to delay in implementation and IP contracting process the matching fund and grants transfer is delayed. Also during the quarter the grants manual was reviewed in order to assure a stronger livestock focus and relationship.				45					60											0	0	0			150	
3.5.4.4.2 Transfer grant fund for eligible saving groups/member who are ready to start micro enterprises in group based on prepared business plans (newly formed groups)	# of participants	0	0	0	Postponed																						0	0	0			950
3.5.4.4.3 Transfer grant fund for those existing Livestock-enterprise-owning PLHIV groups as per their application proposal to expand/diversify their business	# of groups	0	0	0	Postponed					2						2											0	0	0			8

Table 33: Work plan progress monitoring table IR3, Strategy 4: HIV/AIDS and PEPFAR Wrap-around activities (Cont'd)

Activity Description	Unit	Quarterly Performance (Jan - Mar 2015)			Status	Remark	PY 2014/15 Implementation Schedule and Quarterly Targets												Cumulative achievement (July 2014 - March 2015)			2015 Target (July 2014 - June 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.
<b>3.5.4.5 Develop Partnership and Sustainability</b>																												
3.5.4.5.1 Identify and map PLHIV support groups/institutions in each project Woreda	# woredas	0	0	0	Ongoing	Service directory being prepared in Oromia and Amhara region Woredas																						
5.7 Provide referral services to PLHIV groups/individuals	# of PLHIV referred	0	0	0	Ongoing	service directory not finalized																						
<b>3.5.4.6 HIV and Nutrition monitoring</b>																												
3.5.4.6.1 Conduct Semi-annual and Annual Progress Review Meetings in each Woreda	# of review meetings	0	0	0	Ongoing	So far 5 woredas ducted review meetings,the rest will organize in the coming reporting period																						
3.5.4.6.2 Conduct annual adoption rate assessment	# of assments conducted	0	0	0																								
3.5.4.6.3 Conduct joint supportive supervisory visit with IP to Care Group activities (including HH interview)	# of SS visit conducted	0	0	0	Ongoing	Care group formation is on progress,not yet completed																						
3.5.4.6.4 conduct annual seasonal food availability mapping in the 10 deep focus woredas	# of food mapping conducted	0	0	0																								
3.5.4.6.5 Monitor and follow up saving groups and MEs formed (at least once in month)	# of saving groups	0	0	97	Ongoing	so far only SCGs are created and followed and 11 SCGs in Oromia and																						
3.5.4.6.6 Conduct quarterly supervisory visit to Saving groups (WSCs)	# of visits	0	0	0	Postponed	not given attention by IPS																						
3.5.4.6.7 Conduct joint supervision to saving groups and ME operators by the WSCs and IPs at least once every quarter	# of Woredas	0	0	0	Postponed	not given attention by IPS																						
3.5.4.6.8 Compile and submit monthly reports on performance and project progress	# of monthly reports submitted	0	0	2	Completed	so far 3 quarter reports completed																						

PRO-POOR VALUE CHAIN DEVELOPMENT

**Organize quarterly technical committee on value chains with PRIME (Activity 1.1)**

The technical AGP-LMD and PRIME Pro-Poor value chain development committee met in February 2015. The meeting followed up on the supply workshop organized by the two projects in December 2014 (see Activity 2.1). In addition, AGP-LMD and PRIME decided to study the issue of repeated taxation in the livestock trade.

**Organize B2B meetings/workshops for suppliers from PRIME and buyers (Activity 2.1)**

In December 2014, a B2B workshop resulted in the signing of 52 business deals. The suppliers were from PRIME woredas, and the buyers from the Modjo and Addis Ababa areas. Since the meeting three export abattoirs (Alana, Abyssinia and Hala) bought 11,978 animals from 5,989 households from the Borena, Somali and Afar woredas during the reporting quarter.

**Trade Fair/Gulfood Fair (Activity 3.2)**

Advisors from AGP-LMD and PRIME worked with the MoT during the preparations for the Gulfood Fair in Dubai, which took place in February 2015.

**Identification and training of cooperatives, CIGs, and unions, input suppliers, processors, buyers, and private and public animal health service providers (Activity 4.1)**

During this reporting quarter, 60 CIG, cooperative union members and input suppliers from Amhara, SNNPR and Tigray were trained on leadership and business management.

In Amhara and Tigray regions, AGP-LMD, in collaboration with GRAD, trained producers and buyers on production and marketing, one-fourth of the trainees were women. On the production side, attendees were trained on animal husbandry, rearing, and fattening. Buyers were trained on quality, market trends, and negotiation skills for buying from households and selling to bigger buyers and abattoirs. AGP-LMD will provide the training in April 2015 for SNNPR.

AGP-LMD also trained 60 animal health service providers from the GRAD-targeted woredas of Amhara, SNNP and Tigray regions, about 30 percent of the trainees were women. All trainees were from the private sector.

**Assessment of actors' capacities and budget estimates (Activity 5)**

During this quarter, the IPs assessed the capacities of input suppliers, collection centers and feedlots in six food insecure woredas of Amhara, SNNP and Tigray regions. The IPs indicated that they have already identified gaps and are working on the required amount of funding to capacitate the actors. The assessment reports are due in April 2015.

**Study tours to AGP woredas from food insecure woredas (Activity 8)**

In March 2015, a study tour took place in Amhara region. Participants included members of cooperatives and village and saving associations, producers and government experts from trade and agriculture offices. A detailed report on the tour is expected from the AGP-LMD IP. The tour for SNNPR will take place in April 2015.

**Conduct business, technical and leadership training, nutrition and HIV/AIDS (Activity 9.3)**

During this quarter, AGP-LMD held trainings for women entrepreneurs on business management, business plan preparation, communication, and leadership in Amhara, SNNPR and Tigray. The training consists of five modules, three modules were provided to 60 women in the three regions.





**Conduct environmental assessments (screening, Categorical Exclusion (CE), Environment Review Report (ERR), Initial Environmental Examination (IEE)) for new grantees (Activity 1.3)**

During this reporting quarter, the ERR's for five grantees were developed. This brings the total number of ERRs produced in the last two quarters to 41. In addition, two grantees were visited for environmental site description, and the ERRs were drafted for submission.

**Implement Environmental Monitoring and Mitigation Plans (EMMPs) (training for IPs & partners, Environmental Mitigation and Monitoring Report (EMMR) and monitoring) (Activity 1.4)**

Following last quarter's training for the project staff, the staff began monitoring the implementation of the EMMPs of seven grantees. Two grantees, Almi and Kalmer from Awassa, are making better progress than the others.

**Training for leaders and line offices heads on environmentally sound livestock business management (Activity 2.10)**

This training was planned for May and June 2015, but it has already been held in Amhara region. The Regional Livestock Development and Promotion Agency took the lead, and 40 officials and office heads (4 female) attended the training. The training focused on the environmentally sound management of abattoirs and slaughterhouses. The opening speech and welcome address was done by the Head of the Amhara Region Livestock Resources Development and Promotion Agency. The Deputy Head facilitated a half-day discussion session on the topic.

**Training on procurement, storage, management, use and disposal of hazardous chemicals (Activity 3.4)**

The trainings on hazardous waste management were planned for May and June 2015, but were held in the past quarter in Amhara Region by AGP-LMD's IP ORDA. Thirty trainees (14 female) participated. The trainees work in dairy (27), sheep breeding (1), cattle fattening (1) and animal health service provision (1).



**Organize joint awareness creation campaigns at the federal and regional levels to promote livestock market information collection and dissemination (Activity 2.3)**

During this reporting quarter, AGP-LMD, with the Federal MoT and PRIME project, completed the installation of the new National Livestock Market Information System (NLMIS). IT and marketing experts from the MoT were trained on the use of the system. The MoT had worked with Ethio-Telecom to procure a dedicated phone line to enable the NLMIS system. AGP-LMD and the MoT had started preparatory activities for the launching of regional- and federal-level awareness campaigns.

**Facilitate national-level livestock market data collection, analysis and dissemination from selected primary and secondary markets (Activity 2.4)**

During this quarter, AGP-LMD continued to support the MoT to strengthen its collection, consolidation and dissemination of market price information. The AGP-LMD project provided mobile airtime for 92 data collectors, which enabled the Ministry to collect and disseminate real-time market price information for three livestock species, cattle, sheep and goats. *For detailed information, please visit the NLMIS website at <http://www.lmisset.net>*

**Pilot online HACCP documentation system for certified abattoirs (Activity 3.2.3)**

Phase one of the system development began with a detailed orientation/briefing and identification of the target for the piloting project. The target identified is Mojo Modern Meat Export Abattoir, which is the first HACCP certified abattoir.

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

A content management system web developer began consultations on the Content Management System (CMS) for business promotion, industry visibility, and increased market linkages with the six key members of the Ethiopian Dairy Processors Association and the Bureau of Islamic Affairs.

Based on a previously assessed AGP-LMD grantee, Addis Livestock Production and Productivity Improvement Service (ALPPIS), the AGP-LMD ICT team began website development to promote imported semen businesses and AI services.

In addition, the National Artificial Insemination Center's (NAIC's) ICT infrastructure is outdated, and the AGP-LMD ICT team has begun discussions on supporting NAIC in updating the infrastructure.

**Introduce ICT tools to give women access to information (Activity 5.1)**

The AGP-LMD ICT team continued working with the AGP-LMD gender equity advisor to assess major gaps in women entrepreneurs' access livestock market information. In this regard, the ICT team identified key challenges (language, information dissemination channels) and opportunities (integration of IVR – Interactive Voice Response system) in making use of the NLMIS as a source of market price information. As a way forward, the AGP-LMD ICT team and gender advisor will facilitate regional- and federal-level forums in April 2015 to share the key challenges with major stakeholders (the Federal Bureau of Women Affairs, the MoA, women's associations, and women business entrepreneurs) and

to highlight the best adaptive technologies in order to find alternative means of disseminating market information, particularly to women.

**Provide technical and financial assistance to the MoA to pilot the Animal Disease Notification and Investigation System (ADNIS) (Activity 7.1)**

AGP-LMD's international software developer, with local IT experts from the MoA, finalized the implementation of the web/mobile-based ADNIS. Major components of this system are:

- an android mobile app platform called NAlert, with a customized user interface, that will filter disease outbreak data;
- an NWeb converter that maps field data about animal disease and outbreaks onto area maps;
- an NWeb reporting capacity that can aggregate and display data collected from a/b.

To access the ADNIS system, please visit <http://notification.systems/>, username = admin, password = admin.

Woreda-level AHAs from the four regions (Tigray, SNNP, Amhara and Oromiya) were trained on disease outbreak data collection by mentors from MoA. The AGP-LMD ICT Advisor participated in the two-day ADNIS user training, hosted by the MoA in Dire Dawa.

The ADNIS was officially launched on January 13, 2015 at the Ethiopian Agricultural Research Institute. The launching event was opened by H.E. Dr. Gebregziabeher Gebreyohannes, State Minister of Livestock Resources Development.



Table 38: Work plan progress monitoring table, Pro-Poor And Cross-Cutting Issues: Information and Communication Technology (ICT) (Cont'd)

Activity Description	Unit	Quarterly Performance (Jan-Mar 2015)			Status	Remark	FY 2015 Implementation Schedule and Quarterly Target												Cumulative Achievement (July -March 2015)			2015 Target (July 2014 - June 2015)												
		M	F	Tot.			J	A	S	Q1	O	N	D	Q2	J	F	M	Q3	A	M	J	Q4	M	F	Total	M	F	Total						
<b>4. Support the Process of Promoting Milk and Dairy Products Consumption using Digital Medias</b>																																		
4.1. Facilitate Meetings with Stakeholders to Discuss, Show Case on Existing Methods in Ethiopia and Identify Appropriate Information Promotion and Dissemination Channels	# Meeting	na	na	0	Postponed	Will be combined with the Dairy consumption propotion campaigns that are under preparation under IR1 Strategy 9. The EDPA is in the lead.				1																na	na	0	na	na	1			
4.2 Based on Agreed Technical and Financial Implementation Plan, Execute Promotion of Milk and Dairy Products to Urban and Rural Consumers (Referenced in IR1 workplan under Strategy 8, Activity 8.1)	# Consumers Addressed	na	na	0	Postponed																					0	0	0	na	na	3000			
<b>5. Introduce ICT Tools to Enable Women Access to Information</b>																																		
5.1 Initiate Discussion Forum to Identify Gaps, Suggest Possible ICT Solutions and Identify Areas of Collaboration with Stakeholders to Enable Women Access Appropriate Information (Referenced in IR1 workplan under Strategy 9, Activity 1.2.9.12)	Forum	na	na	0	Ongoing																					na	na	3	na	na	5			
5.2 Based on Inputs from the Forum, Evaluate and Identify ICT Solutions with Specital Application to Womaen Actors, and draft SoW to Pilot Suggested ICT Solutions.	# Suggested Appropriate ICT Solution	na	na	2	Ongoing	Interactive Voice Response System and ICT Literacy Training																				na	na	2	na	na	1			
5.3 Organize Validation Workshop on Suggested ICT Solutions	# workshop	na	na	0	Ongoing	Discussions started with bureau of women affairs in MoA																				na	na	0	na	na	1			
5.4 Pilot Suggested ICT Solution to Provide Regular Information or Best Practices to Women Entrepreneurs in the Livestock Sector	Pilot Appropriate ICT Solution																														na	na	1	
5.5 Organizing ICT Training for Women on Implemented ICT Solutions	# Trainees																														84	36	120	
5.6 Provide Coaching and Change Management along with LMD Gender Equity Advisor	# Women Beneficiaries Coached				Ongoing																										0	60	60	
<b>7. Strengthening Ministry of Agriculture in Implementing ICT Solutions</b>																																		
7.1 Provide Technical and Financial Assistance to the Ministry in Piloting/Upscaling the Animal Disease Notification System, ADNS	Pilot ADNS	na	na	1	Completed																					na	na	1	na	na	1			
7.2 Facilitate Training for Animal Health Assistants at Kebele Level, on Data Colletion and Entry using Mobile Phones	# Trainees	0	0	0	Ongoing	Preparations are started. Woredas are identified, training materials are collected.																				0	0	0	20	10	30			
7.3 Provide Technical and Financial Support to the Ministry to Pilot/Upscale Animal Identification and Traceability System	# Pilot Traceability	na	na	1	Completed	Technical assistance is given to clarify questions from LITS database provider.																				na	na	1	na	na	1			
7.4 Facilitate Training for Feedlot Operators, Export Quarantine Officers, Export Abattoirs and Secondary Livestock Market Operators	# Trainees																														35	15	50	
<b>8. Provide technial and financial support to the grant-based mobile banking implementation in the livestock sectoer</b>																																		
8.1 Organize Client-Side Capacity Building Training on Implemented Mobile technologies	# Trainees																															35	15	50