

# AGP-Livestock Market Development

## *Expanding Livestock Markets for Smallholder Producers*

### QUARTER REPORT January – March 2016



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Prepared by AGP-Livestock Market Development Project

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## ACRONYMS

ADNS	Animal Disease Notification System
AEMFI	Association of Ethiopian Micro Finance Institutions
AEW	Agricultural Extension Worker
AGP	Agricultural Growth Program
AGP-AMDe	Agricultural Growth Program-Agribusiness and Market Development
AHA	Animal Health Assistant
AI	Artificial Insemination
ALEC	Africa Livestock Exhibition and Congress
ALPPIS	Addis Livestock Production and Productivity Improvement Service
ATA	Agricultural Transformation Agency
B2B	Business-to-Business
BCC	Behavior Change Communication
BDS	Business Development Service
BoLF	Bureau of Livestock and Fisheries
CAHW	Community Animal Health Worker
CBA	Cost-Benefit Analysis
CDTF	Capacity Development Task Force
CG	Care Group
CIG	Common Interest Group
CoP	Chief of Party
DA	Development Agent
DCA	Development Credit Authority
DCoP	Deputy Chief of Party
EM	Effective Microorganisms
EMDIDI	Ethiopian Milk and Dairy Industry Development Institution
EMMP	Environmental Mitigation and Monitoring Plan
ERR	Environmental Review Report
ES	Economic Strengthening
ET-LITS	Ethiopian-Livestock Identification and Traceability System
FADUA	Frequency, Amount, Density, Utilization and Active feeding
FBO	Farmer-Based Organization
FCA	Federal Cooperative Agency
FCU	Farmers' Cooperative Union
GRAD	Graduate Resilience to Achieve Sustainable Development
GTP	Growth and Transformation Plan
HACCP	Hazard Analysis and Critical Control Point
HDA	Health Development Army
HEW	Health Extension Worker
ICT	Information and Communications Technology
IICD	International Institution for Communication and Development
IR	Intermediate Result
IP	Implementing Partner
IVR	Interactive Voice Response
IYCF	Infant and Young Child Feeding
LCB	Local Capacity Builder
LITS	Livestock Identification and Traceability System

LMD	Livestock Market Development Project
LMIS	Livestock Market Information System
LTTA	Long Term Technical Assistant
LWG	Livestock Working Group
MCC	Milk Collection Center
MFI	Micro-finance Institution
MoA	Ministry of Agriculture
MoANR	Ministry of Agriculture and Natural Resources
MoH	Ministry of Health
MoI	Ministry of Industry
MoLF	Ministry of Livestock and Fisheries
MoT	Ministry of Trade
MoU	Memorandum of Understanding
MLA	Meat and Live Animal
MSE	Micro and Small Enterprises
MSP	Multi-Stakeholder Platform
NAHDIC	National Animal Health Diagnostic and Investigation Center
NAIC	National Artificial Insemination Center
NLMIS	National Livestock Market Information System
OIB	Oromia International Bank
ORDA	Organization for Rehabilitation and Development in Amhara
PFS	Partners in Food Solutions
PLW	Pregnant and Lactating Women
PLWHA	People Living With HIV/AIDS
PPP	Public-Private Partnership
PRIME	Pastoralist areas Resilience Improvement through Market Expansion
REST	Relief Society of Tigray
RFA	Request for Application
SBC	Social Behavioral Change
SCG	Saving and Credit Group
SNNPR	Southern Nations, Nationalities, and Peoples' Region
SOW	Scope of Work
STTA	Short Term Technical Assistant
TA	Technical Assistance
TOR	Terms of Reference
ToT	Training of Trainers
USAID	United States Agency for International Development
VC	Value Chain
VCF	Value Chain Financing
VDFACA	Veterinary Drug and Feed Administration and Control Authority
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 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 Feed the Future'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, Oromia, 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

This report describes AGP-LMD's year 4 third quarter (January – March 2016) progress and results achieved. The highlight of the quarter was the visit of the USAID Administrator, Gayle Smith, to AGP-LMD's client Abergelle Export abattoir in Mekelle, Tigray. Since AGP-LMD started its support to the Abergelle management in 2012, the factory moved from standing idle to processing 350 cattle and 1,000 sheep and goats per day for local and exports markets (pre-fasting season figures). Not only is Abergelle slaughtering at increased volume, but they have exported 90 tons of chilled meat to the Comoros, a new export destination.

During the quarter the focus of AGP-LMD's implementation was on the grants facility, namely grants implementation, the procurement under grants and the issuing of the upscaling grants requests for applications and quotations. All 42 innovation grants agreements are fully executed. And two of those 42 have entered the close-out stage: ALLPIS (Artificial Insemination (AI) services) and Kifiya (Branchless Banking). Procurement for the grantees was the main priority and during the reporting period. AGP-LMD realized an impressive increase in the number of purchase orders signed, from 11 at the beginning of January to 34 at the end of March, totaling over \$400,000 worth of grants procurement. Another purchase order for a total value of \$400,000 was signed in the first week of April, for dairy equipment.

In January and March AGP-LMD issued the request for proposals for the up-scaling matching grants (100 Milk Collection Centers and 100 AI kits). By April 15, all grantees will be selected. In February, AGP-LMD started the procurement of the Milk Collection Centers and AI Kits valued a \$2 million. At the end of the quarter, AGP-LMD shortlisted 3 potential suppliers for the equipment.

During the reporting period AGP-LMD achieved significant results on its main Feed the Future indicators:

- Value of exports: AGP-LMD facilitated exports of livestock valued at \$6.3 million, and the life of project result reached \$57 million, which is 61% of the Life of the Project target.
- Incremental sales: more than \$7.2 million of local sales is also reported in the quarter, mainly from supply workshops facilitated by the project between feedlot operators and pastoralists in Oromia, Afar and Somalie regions as a result of the push-pull strategy and in collaboration with USAID's GRAD and PRIME projects. Total incremental sales achieved add up to \$59.2 million since the start of the project which represents 53% of the Live of the Project target.
- New private sector investment: AGP-LMD facilitated \$543,243 in new private sector investment for the Meat and Live Animals Value Chain. In total AGP-LMD facilitated \$17.9 million of investments representing 51% of the Life of the Project target.
- Persons applying new technologies: 1,188 individuals received USG supported short-term agricultural sector productivity training and all of them have applied one or more new technologies.
- Rural loans: AGP-LMD facilitated access to finance for 1 medium, 1 small and 466 microenterprises (PLWHAs) valued at \$569,690 in the reporting period.
- Number of people reached and trained with Nutrition messaging: AGP-LMD conducted a dietary diversity campaign in 10 deep target woredas. The aim was to increase caretakers' awareness about the preparation of nutrient-rich foods (especially animal products) through the transmission of

messages and cooking demonstrations. The campaign successfully reached 1,198 people (506 women). The project also trained 3,274 (1,287 women) for families with under five children in this quarter only. AGP-LMD has reached the revised Life of the Project targets for the nutrition indicators.

In the reporting quarter several business to business meetings were conducted in the four regions, during which businesses deals agreed upon and signed for a total reported value of \$25 million, mainly from drought affected areas of the country. On top of that, AGP-LMD facilitated through input supply workshops the sales and deal making for a total reported value of over \$2 million of inputs to small holder livestock farmers. 40% of these sales are the result of AGP-LMD's initiative to invite the Ethiopian Sugar Company to input supply workshops and provide them the opportunity to sell by-products of their sugar operations (mainly molasses) as animal feed.

Implementation during the reporting period was hindered through external factors:

- Drought: the drought has an impact on the availability of regional and woreda government officials and experts. As a result, some planned activities were postponed and cancelled. AGP-LMD did, however, manage to support the drought effect mitigation efforts through support to destocking and increased animal feed processing and sales.
- Travel restrictions: during the month of February AGP-LMD was forced to limit road travel in the Oromia region and to SNNPR, resulting in activities to be postponed, cancelled and in a number of cases re-organized in other venues. The project also shifted its focus to Amhara and Tigray region implementation.

AGP-LMD faced a number of internal challenges regarding:

- IP contract negotiation: the negotiations took much more time than anticipated. Since January cost reimbursable contracts were ready but only two are signed by the IPs. The pending issues for the other two IPS are solved during the quarter.
- Staffing: AGP-LMD has been the victim more than once of candidates that are suspected to use job openings at AGP-LMD to negotiate better labor conditions with their present employers. Two recruited staff members left their job at AGP-LMD after one and three days respectively in the office, while two other candidates declined the agreed upon offer after USAID approval. As the end of the project is approaching (16 months left), replacing staff will become more and more difficult. AGP-LMD is looking for ways to further incentivize new and existing staff to join and remain with the project.

## RESULTS TRACKING TABLE

Performance Indicator	Unit	Disaggregation	Baseline Value	Revised LOP target	Quarter Results January - March 2016)	Total Results To Date (September 2012 - March 2016)	% Achievement of LOP Target To Date	
Value of incremental sales (collected at the farm level) attributed to project implementation	USD	<b>Total Livestock Sales</b>	2,756,029	1 111,497,350	7,232,401	59,245,469	53.1%	
	MT	Total Volume of sales (MT)		194,353	6,095	29,471	15.2%	
	Number	Total Number of direct beneficiaries	41,396	632,763	15,131	422,070	66.7%	
		<b>Cattle (live)</b>				-		
	USD	Reporting year sales		29,916,598	3,500,088	6,629,854	22.2%	
		<b>Goat (live)</b>				-		
	USD	Reporting year sales		11,755,539	314,314	28,434,949	241.9%	
		<b>Milk</b>				-		
	USD	Reporting year sales		60,339,982	1,145,281	6,738,411	11.2%	
		<b>Sheep (live)</b>				1,363		
	USD	Reporting year sales		5,129,803	159,955	12,295,456	239.7%	
		<b>Camel (live)</b>				-		
	USD	Reporting year sales		4,355,428	1,713,000	4,113,000	94.4%	
	<b>Inputs</b>				-			
USD	Reporting year sales (USD)			399,763	1,033,798	-		
Number of jobs attributed to project implementation	Number	<b>Number of Jobs</b>		4,530	5,578	1,127	3,560	63.8%
		Location	Urban	3,171		642	2,331	
			Rural	1,359		486	1,229	
		New/ continuing	New			68	463	
			Continuing	4,530		1,060	3,097	
		Sex of job-holder	Male	3,138	3,904	772	2,568	65.8%
Female	1,392		1,673	356	993	59.3%		
Number of farmers and others who have applied new technologies or management practices as a result of USG assistance	Number	<b>Total Farmers</b>			50,284	1,188	21,127	42.0%
		New/ Continuing	New			1,188	10,083	-
			Continuing				11,044	-
		Sex of job-holder	Male		35,199	910	12,735	36.2%
			Female		15,085	278	8,392	55.6%

Table I: Results Tracking Table for Feed the Future Key Indicators

Performance Indicator	Unit	Disaggregation	Baseline Value	Revised LOP target	Quarter Results January - March 2016)	Total Results To Date (September 2012 - March 2016)	% Achievement of LOP Target To Date	
Value of exports of targeted agricultural commodities as a result of USG assistance	USD	Total Value of export (in USD)	NA	93,046,778	6,327,500	56,964,469	61.2%	
		Cattle (Beef) total		500,000	-	96,547	19.3%	
		Cattle (live)		10,052,525	3,750,000	5,556,360	55.3%	
		Goat (meat)		34,121,000		42,022,591	123.2%	
		Goat (live)		3,319,936	227,500	832,200	25.1%	
		Sheep (lamb/mutton)		32,654,500		17,973,378	55.0%	
		Sheep (live)		4,932,371	97,500	701,600	14.2%	
		Camel (live)		7,466,447	1,950,000	5,914,000	79.2%	
Value of new private investment in the livestock sector or food chain leveraged by the Project implementation	USD	Total Amount of Investments	NA	35,475,000	543,243	17,930,095	50.5%	
Number of MSMEs receiving USG assistance to access loan	Number	Size of MSME (total)	NA	380	468	496	130.6%	
Value of agricultural and rural loans	USD	Type of loan recipient (total)	Dairy - 821,165 USD (27 firms) MLA - 1,157,000 USD (36)	27,703,460	569,690	15,336,553	55.4%	
		Producers			31,853	505,800		
		Local traders/assemblers			-	240,000		
		Wholesalers/processors			537,838	14,540,753		
		Others			-	50,000		
		Disaggregates Not Available			-	-		
		Sex of recipient (total)			27,703,460	569,690	15,336,553	55.4%
		Male			19,392,422	547,394	11,601,193	59.8%
		Female			8,311,038	22,297	585,360	7.0%
		Joint				-	3,150,000	-
Number of children under five reached by Project-supported nutrition programs	Number	Male	NA	22,464	692	24,349	108.4%	
		Female		22,359	506	26,223	117.3%	
		Total		44,823	1,198	50,572	112.8%	
Number of people trained in child health and nutrition through Project-supported programs	Number	Male	NA	75,838	1,987	57,026	75.2%	
		Female		45,896	1,287	73,395	159.9%	
		Total		121,734	3,274	130,421	107.1%	

Table I: Results Tracking Table for Feed the Future Key Indicators (cont...)

**IRI: INCREASED PRODUCTIVITY AND COMPETITIVENESS OF SELECTED LIVESTOCK VALUE CHAINS FOR THE BENEFIT OF SMALLHOLDERS**  
**COMPONENT I: MOVING FROM ANALYTICS TO STRATEGY TO LEARNING**

The implementation of component I is behind schedule due to unsuccessful recruitment processes for both the Learning and Communications Manager and the Communications and Outreach Coordinator positions in LMD. The two positions are vacant since mid-October 2015. AGP-LMD initiated several recruitment processes to fill these positions and successfully proposed three candidates to USAID for approval. All three candidates in the end declined or the offer or left the AGP-LMD project after one, respectively 5 days of joining. AGP-LMD is at the moment initializing another round of recruitments for these positions and expects the positions to be filled by May.

In the meantime a limited number of activities are implemented by other AGP-LMD team members. For key communications tasks AGP-LMD receives support from CNFA's Communications Director.

**1.1.1.1 Selecting innovations to document**

AGP-LMD selected two innovations to be documented during the quarter:

1. The women entrepreneurship and leadership training and coaching program and
2. the nutrition SBCC approach.

During the quarter impact and outcome assessments were conducted for these two innovations and the results are promising. AGP-LMD will use the results to document the innovative aspects of the above mentioned activities in the coming quarter.

**1.1.1.2 Share sample PowerPoint template with AGP-LMD and IP staff**

During the quarter AGP-LMD switched from the USAID PowerPoint template to the Feed the Future PowerPoint template for official AGP-LMD presentations.

**1.1.1.3 Produce new innovation PowerPoint presentations**

AGP-LMD produced two a PowerPoint presentation about two ICT innovations, the Livestock Market Information System and the Animal Disease Notification and Identification System, which was presented during the quarterly USAID Feed the Future meeting.

**1.1.4.1 Share monthly, quarterly and annual reports with all AGP-LMD staff once submitted to USAID**

Reports have been regularly shared with AGP-LMD's staff for their information.

**1.1.5.1 Draft a program agenda for each event**

During the quarter, AGP-LMD co-organized a number of public events:

- Together with the AGP-AMDe project, AGP-LMD organized the second WALN Conference in January in Addis Ababa. The event brought together over 300 women in agribusiness from around the four intervention regions with the objective to celebrate the remarkable achievements of women leaders in agribusiness, share experiences and learn.
- In February AGP-LMD co-organized the ALMI dairy plant inauguration in Awassa. ALMI's management was in the lead and AGP-LMD staff supported and advised the owner and manager with the developing and organizing the event.
- In March AGP-LMD's client Abergelle was visited by the USAID Administrator, Gayle Smith, accompanied by an USAID Washington and Ethiopia delegation. During the visit the USAID

Administrator handed over the innovation grant valued a \$98,000 to the Abergelle abattoir manager, Dr. Gebremedhin. The grant is to support Abergelle with HCAAP and ISO certification supporting the abattoir with its endeavor of opening up to new, higher quality demanding export markets.



Photo 1: From left to right: Marc Steen, Chief of Party AGP-LMD, Gayle Smith, USAID Administrator and Dr. Gebremedhin Abreha, Abergelle Manager, during the grants award ceremony.

#### 1.1.5.2 Arrange, set-up and facilitate learning event

During the reporting quarter AGP-LMD organized two learning events as part of the MSME and Biosafety Strategy Development process.

1. In January a learning event was organized with the participation of AGP-LMD's Implementing Partners' and Addis staff during which the outcomes of the regional MSME and Biosafety assessments were presented, shared and discussed as part of the strategy development.
2. Following the January event, AGP-LMD drafted the contours of the strategies and shared these in a learning event where a number of external parties were invited to share their experience and insights with AGP-LMD.

The strategies are now in their final stage of completion.



**AGP-Livestock Market Development  
Women Entrepreneurship and Leadership  
Impacts and Outcomes**

Women in Agribusiness Leadership Network  
2nd Annual Conference



**WHY DO WOMEN GO INTO BUSINESS?**

	%
Better Life through increased Income and Assets	43%
Business opportunity - Demand	24%
To Fulfill Household Basic Needs	16%
Training/Education/Experience	9%
Other	8%

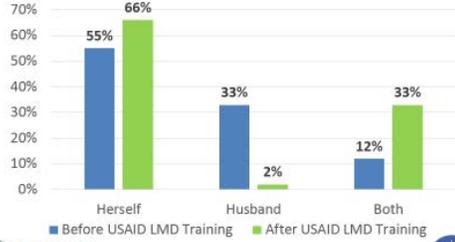
**START UP CAPITAL USED BY WOMEN  
LED BUSINESSES**



**NEWLY APPLIED SKILLS**

Time Management	93%
Workplace Safety and Health	83%
Access to and use of Information	70%
Input Supply and Storage Management	60%
Strategic Planning and Management	57%
Business Relationship Management	53%
Nutrition	40%
Use of ICT	23%

**DECISION POWER ON WOMEN'S EARNED  
INCOME**



**AVERAGE MONTHLY INCOME**

Before the USAID LMD Training and Coaching program  
ETB 1430 per month per household

After the USAID LMD Training and Coaching Program  
ETB 5200 per month per household

Figure 1: Selected Slides from the AGP-LMD presentation on the outcome and impact of the women entrepreneurship and leadership training and coaching program.

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

COMPONENT 2: IMPROVE PRODUCTIVITY AND COMPETITIVENESS OF LIVESTOCK VALUE CHAINS

STRATEGY 1 - LINK VALUE CHAIN ACTORS TO INPUT AND SERVICE PROVIDERS

B2B meetings are one of the approaches utilized by the AGP-LMD Project to address issues related to improving livestock production and productivity, as well as to improve livestock and livestock product marketing through a focus on improved productivity and competitiveness of selected value chains.

AGP-LMD continues to emphasize the importance of and facilitates women’s participation in all B2B forums. In this reporting quarter, the participation of women in MLA B2B forums rose to more than 40%, and 20 female livestock producers made deals with input and service providers. In the Dairy B2B meetings the women participation was 23%.

Although the B2B meetings were initially organized to facilitate input sales to dairy and MLA producers, the meetings also result in new businesses and agents established in more rural areas of Ethiopia. In the reporting quarter one dairy processing business and potentially two sugar molasses agents will be newly established.

Dairy

**1.2.1.1 Organizing business meetings between value chain actors and input suppliers**

During the reporting quarter, five business-to-business (B2B) meetings were facilitated by USAID’s AGP-LMD in Amhara (2), Oromia (2) and SNNPR (1). A total of 256 participants (60 female) attended the meetings and created linkages between dairy value chain actors and input suppliers. During the meetings, input suppliers displayed their products and services, which made producers aware of the services offered by the various input suppliers. By the end of the meetings, a total of 321 business deals were made between dairy farmers and input suppliers, for a total of more than \$79,000 in transactions (Table 1).

**Table 2: Commercial transactions between input suppliers and dairy producers as a result of B2B meetings/deals, for the period January-March 2016**

No.	Input supplier	Type of item sold	Total value in USD
1	Wise Team	Milk equipment	2,952
2	Ethio-Feed	Dairy feed	45,865
3	ALPPIS	Semen	11,172
4	Naseba	Calcium mineral	8,377
5	Gasco	Dairy equipment	8,372
6	Weljeji	EM	2,413
<b>Total</b>			<b>79,152</b>

USAID's AGP-LMD project invited experts from the sugar industry to three B2B meetings to display their products (molasses and bagasse) and services to participant dairy farmers. Molasses plays a great role in both urea and effective microorganism (EM) straw treatments, and there is a high demand for molasses from dairy farmers. Our survey in Oromia region indicated that dairy farmers who are utilizing EM technology were able to increase their milk productivity by 1.5 liters per cow per day. However, while sugar factories produce large amount of molasses, there is no single agent engaged in molasses distribution. At the Amhara region B2B, two participants indicated their interest in becoming molasses distribution agents.

B2B meetings have also benefitted other groups of suppliers and producers. In SNNPR, farmers were introduced to ALPPIS, an high quality AI Services provides and LMD grantee, in different B2B meetings. At these meetings, 46 dairy farmers were found to be using good quality semen from ALPPIS. These farmers are satisfied with ALPPIS's service, as there has been a continuous supply of this semen without interruptions.

In addition, through B2B meetings, Enatina Lij Dairy Farm in Gondar, Amhara region, started yogurt production, purchased a cream separator, butter churner and starter culture, and began using EM treatments for animal feed.



Photo 2: Input suppliers displaying their products, milk storage and processing equipment, to dairy farmers in SNNPR, Butajira town.

### 1.2.1.1 Organize business meetings between value chain actors, input suppliers and service providers

In the third quarter of 2016, AGP-LMD conducted B2B meetings in six target woredas in Tigray and three target woredas in Oromia. In total, nine target woredas and 184 actors (53 female) participated in these B2B forums. As a result of the meetings, 63 deals were made in both regions. In Tigray, there were 86 participants (34 female) and 40 deals were made. In Oromia, there were 45 participants (19 female) and 23 deals. The participants from the two regions included livestock producers, backyard fatteners, feedlot operators, meat businesses, input and service providers, and equipment and drug suppliers. The value of the sales generated from the deals will be calculated by the Meat and Live Animal (MLA) team and AGP-LMD regional M&E staff.



Photo 3: Participants visiting a display of Electro Mecca, a feed processing machine manufacturer, at the Tigray B2B meeting.

During the reporting quarter, AGP-LMD achieved significant results in terms of input and service support. B2B meetings established significant market linkages and generated an encouraging amount of sales and deals. During the quarter, AGP-LMD project interventions supporting input and service provision generated deals and potential sales<sup>1</sup> valued at \$1,955,000.

<sup>1</sup> The values of deals and sales are verbally reported by the input suppliers but will be verified and confirmed later by AGP-LMD's M&E unit.

**Table 3: Commercial transactions between input suppliers and MLA producers as a result of B2B meetings (sold and deals) from January-March 2016 (USD)**

<b>No.</b>	<b>Input supplier</b>	<b>Type of item sold</b>	<b>Total value in USD</b>
1	Ethiopian Sugar Corporation	Molasses (sold)	761,904
2	Ethio-Feed factory	Compound feed (sold)	430,808
3	Alkitle feed factory	Compound feed (sold)	19,048
4	Kality feed factory	Compound feed (deal)	250,000
5	Mojo Addis feed factory	Compound feed (deal)	155,000
6	Electro Mecce machinery	Feed processing machine(deal)	338,135
<b>Total</b>			<b>1,954,895</b>

### **Ethiopian Sugar Corporation**

Until recently there were only three sugar factories in Ethiopia, producing limited amounts of sugar byproducts such as molasses, bagasse and sugar cane top. In Ethiopia’s first Growth and Transformation Plan (GTP I), the government planned to establish 14 sugar factories. At present, most of these planned factories have started production. These factories produce of molasses, bagasse, sugar cane top, filter cake and vinas.



**Photo 4: A mountain of bagassa at Metehara sugar factory**

Prior to the intervention of the AGP-LMD Project, there was not much demand for these important feed resources in Ethiopia, and sugar factories discarded the by-products like at Metehara sugar factory (Photo 3). The small amount of molasses that was sold was priced at 3 US cents per kilogram, which is less than the price of one kilogram of poor quality crop residue. When AGP-LMD learned this information, the Project began inviting representatives of sugar factories to promote their by-products as feed resources at AGP-LMD B2B meetings. The company verbally reported the sales of over 200,000 quintals of Molasses valued at \$762,000.

### **Ethio-Feed franchise site**

Ethio-Feed is one of AGP-LMD's project grant beneficiaries. AGP-LMD has supported Ethio-Feed in producing and supplying innovative feed solutions by converting agricultural waste into quality feedstuff, thereby increasing the availability of animal feed at an affordable price and creating jobs for youth and women using an innovative franchised business model in two AGP-LMD regions. In response to the demand for livestock feed, Ethio-Feed researched and identified locally available raw materials (input substitutes). The utilization of these input substitutes will allow the company to increase production levels. In addition, Ethio-Feed will be able to distribute the finished goods (animal feed) at an affordable price (lower than current market rates) without compromising on quality. By using local products such as maize cobs, sugar cane tops and cactus pads, the company can reduce and stabilize feed prices.

AGP-LMD also supported Ethio-Feed by supplying the machines needed for processing these agricultural by-products, and by giving continuous training and follow-up so that farmers in AGP-LMD woredas can readily access compound feed in their own locations. In addition to grant support and technical assistance, Ethio-Feed was also supported in making market linkages through B2B meetings conducted in all AGP-LMD regions. Ethio-Feed is already linked to markets through its franchisees Lemlem Raya Union in Mehoni town, Tigray; Anno Agro Industry in Eastern Wellega, Oromia, and Wonji Youth Micro Enterprise outside of Adama in Oromia. During the reporting quarter, these three franchised Ethio-Feed sites sold 15,205 quintals of processed feed valued at \$430,808.



Photo 5: Processed feed ready to be sold at the Ethio-Feed franchise at Lemlem Raya Union

### **Alkitle Feed Processing**

Alkitle Feed Processing is a newly established facility in Shashemene, Oromia. AGP-LMD has supported Alkitle Feed Processing through training, credit facilitation advice and participation in B2B meetings to enable the company to supply the surrounding AGP-LMD woredas. Alkitle has also been linked to Ethio-Feed in order to replicate Ethio-Feed's processing technology. As a result of this support, Alkitle is now supplying feed to many woredas in SNNPR and Oromia. The company has grown rapidly within a very short period of time. In the third quarter of 2016, Alkitle sold 800 quintals of feed for a total of \$19,048.

## STRATEGY 2 - STRENGTHEN INPUT SUPPLIERS AND SERVICE PROVIDERS

During the quarter AGP-LMD focused on strengthening service provision to the livestock value chains in the area of AI services and animal health services. To increase the availability and improve the provision of good quality AI services in country, AGP-LMD issued a Request for Proposals for 100 AI kits to be distributed to selected grantees as matching grants. To improve the Animal Health service provision AGP-LMD trained 79 Animal health Technicians.

### Dairy

#### 1.2.2.1 Strengthen existing input and service providers through training and technical assistance (private, public or cooperative)

A quick assessment survey was conducted in SNNPR on trained AI technicians regarding the benefits derived from USAID’s AGP-LMD refreshment training. The results showed that before the training, the majority of AI technicians did not have the skills or confidence to make early pregnancy diagnoses. This led to late testing, sometimes on cows already three to five months pregnant, and, consequently, improper animal care. However, the refreshment training improved the skill and confidence of AI technicians. After the training, they succeeded in testing cows as early as 45 days into pregnancy. Before the refreshment training, their efficiency in AI service was below 50%; after the training, conception rates were as high as 70% to 75% in their regular AI service. This will result in an increased number of calves in the future.

To respond to the need for more and better quality AI services, AGP-LMD will establish a network of 100 private AI technicians. To achieve this, AGP LMD issued the third round of matching grants, RFA003 – Scaling Up of Milk Collection Centers and Expansion of AI Services. A total of 56 applicants applied for 68 AI kits (Table 2). This is, however, below the desired number of applications and AGP-LMD immediately issued a second round announcement with additional outreach activities to assure the remaining 32 requests for AI kit matching grants.

Table 4: RFA003 Applicant Data for Private AI

No.	Region				Training Needs	
		#Applicants	1 <sup>st</sup> Screening	#Kits	Refresher (8 days)	New (45 days)
1	Amhara	16	13	20	14	6
2	Oromia	23	21	22	16	6
3	SNNPR	10	10	12	10	2
4	Tigray	12	12	14	12	2
<b>Total</b>		<b>61</b>	<b>56</b>	<b>68</b>	<b>52</b>	<b>16</b>

### **1.2.2.1 New and Refresher AI trainings for Private Technicians (Grantee focus)**

AGP-LMD started the preparation of the training and capacity development program accompanying the AI matching grants awardees over the coming months. The training will be provided in collaboration with the National Artificial Insemination Center (NAIC), and discussions on timing, curriculum and budget started in March. The training program is expected to start in May 2016.

#### **Meat and Live Animals**

### **1.2.2.2 Strengthen existing input and service providers through training and technical assistance (private, public or cooperative)**

In this quarter, AGP-LMD trained 79 Animal Health technicians (17 female) in two regions, Amhara and SNNPR. In Amhara, training was given at two sites for 64 trainees (10 female); in SNNPR, there were 32 trainees (7 female). In their evaluations, trainees indicated that the training filled gaps in their skills and has enabled them to better support the thousands of farmers whose animals they treat. The technicians will also give their farmer clients short clinical training on how to prevent animal disease, identify sick animals and know when to bring animals to the clinic for specialized treatment.



Photo 6: Trainees at practical training in Amhara

## STRATEGY 3 - IMPROVE LIVESTOCK MANAGEMENT

Under this strategy AGP-LMD performed activities to improve the production of meat or milk at producer level through providing needs based trainings to dairy farmers and cattle fatteners. Besides AGP-LMD organized study tours and field days in the reporting quarter to facilitate the sharing of good practices and experiences between farmers.

### Dairy

#### **1.2.3.1.2 Conduct needs-based training for FBOs/cooperatives, CIGS, producer groups, DAs, commercial dairy farm operators, and technical farm advisors**

To improve the quality and quantity of milk produced in the four regions (Amhara, Oromia, SNNPR and Tigray), USAID's AGP-LMD has organized dairy management training for farmers. During the reporting quarter, a total of 351 dairy farmers (123 female) from Amhara (125 male and 103 female) and Oromia (103 male and 20 female) attended the training.

The training had both theoretical and practical sessions. Dairy feed and feeding, dairy housing, genetic improvement, clean milk production and calf rearing were covered during the theoretical training sessions. Dairy farmers were shown how to perform urea straw treatment, EM straw treatment, bokashi, and urea molasses block (UMB), and how to mix colostrum substitute for calves.



Photo 7: Farmers from Amhara during the dairy management practical training on straw EM treatment.

#### **1.2.3.1.4 In-country study tour**

Three study tours were organized in Amhara, SNNPR and Tigray regions. Dairy farmers from different woredas of the respective regions participated in the training. There were 95 (26 female) participants in the tours, 30 (12 female) from Amhara, 34 (9 female) from SNNPR and 31 (5 female) from Tigray.

The objective of the study tour was to allow dairy farmers to observe firsthand good practices from their dairy-farming counterparts, and to thereafter reproduce these Good Agricultural Practices (GAP) at their own farms. During the study tour, the dairy farmers observed the integration between dairy farm and orchard or vegetable production; how cow bedding mats can improve dairy barn sanitation and the health of dairy animals; to what level portable milking machines increased milking efficiency; how urban dairying with only 1500 square meters of land operates practically; milk collection and reception processes; how milk quality directly relates to the quality of processed milk products; dehorning and debudding horn buds; colostrum and whey feeding for calves.

Outcomes of the study tours included the following:

- Dairy farmers in and around Dangila, Amhara region, implemented dairy barn improvements
- Participants were able to identify dairy heifer markets in Dessie and Gondar. As a result of the study tour, a dairy farmer in Bahir Dar purchased dairy heifers from Gondar.
- Enatnalij Dairy Farm increased its milk production by 33% due to improved practices that it learned about during the shared experiences.



Photo 8: Dairy farmers in Tigray observing regional artificial insemination center activities.

### **1.2.3.2/3 Production and Distribution of audiovisual materials on selected topics in dairy management**

In order to increase outreach to more dairy farmers, AGP-LMD will use radio and video as channels for distributing information on dairy management topics. Discussions on the manuscripts are underway with the relevant regional livestock agencies. Manuscripts on the estrous cycle in cattle, heat detection, clean milk production, hypocalcaemia, mastitis and calf management are developed. Shooting has been completed, and the video will be finalized by May 2016. The discussions with local radio stations have

been encouraging, especially in Amhara and Tigray. The radio stations have indicated their preferred mode of transmission and provided inputs on the manuscripts.

## Meat and Live Animal VC

### **1.2.3.1.1 Provide new/refresher training to new and previously trained ToTs**

In the reporting quarter, APG-LMD provided orientation to previously trained ToT trainees in SNNPR to kick off a mass farmers' livestock management training. Twenty-one ToT trainees (4 female) participated in this training. Issues concerning the content of farmer training were discussed in detail.

### **1.2.3.1.2 Conduct training for cooperatives, MSMEs, producers, backyard fatteners, and dairy, beef and feedlot operators.**

This quarter, APG-LMD conducted cattle-fattening trainings in SNNPR (Hawassa) and Amhara (Bahir Dar). In Hawassa, private cattle fatteners were drawn from the nearby AGP-LMD woredas. Participants from Arsi-Negele town were deliberately included due to the huge fattening operation in the town based on wheat straw, and a local by-product of the alcohol distillation process, known as 'Attlla'. In addition, the town is a major supplier of meat animals to Hawassa. Participants were all from the private sector and involved in cattle fattening. The participants indicated that this training can help them to move from traditional fattening methods to improved fattening techniques, which should enable them to supply better quality animals to the market.



Photo 9: Feed storage in Arsi-Negelle for animal fattening

This change becomes more important because, according to the participants, the price of traditional by-products is becoming expensive, and fattening based on these by-products is less likely to be profitable.. Improving wheat straw with urea treatment is an alternative, but it requires larger-scale operations, and economic feasibility studies will have to be conducted before any recommendations can be made.

In Amhara, AGP-LMD invited livestock farmers from different woredas in the region to attend the livestock fattening training. During the training, participants learned amongst others how to determine the degree of fatness in live animals. AGP-LMD organized and implemented these trainings together with AGP-LMD's Amhara Implementing Partner ORDA. As a result of this collaboration, ORDA is now also offering this training without AGP-LMD's active involvement and they have, so far, trained 76 participants (14 female) in Gonder and Dangla.

#### **1.2.3.1.3 Provide TA in the form of field days and other short-term assistance to cooperatives, MSMEs, producers, backyard fatteners and feedlot operators.**

During the reporting quarter, AGP-LMD organized 5 field days, reaching 297 livestock farmers. The field days focus on different thematic areas as indicated in the table below.

Table 5: Field days conducted					
Region	Theme	Woreda	No. of participants		
			Total	M	F
Amhara	Crop residue improvement	Dangla	57	47	10
	Crop residue improvement	Dejen	52	50	2
	External parasite control	Dessie Zuria/Guguftu	52	37	15
SNNPR	Crop residue improvement	Enemor	70	43	27
	Crop residue improvement	Yem	66	48	18
<b>Total</b>			<b>297</b>	<b>225</b>	<b>72</b>

#### **1.2.3.3.2 Provide TA/training on marketing, business operations and outgrower management for ranching.**

During the reporting quarter, training on business operations was conducted for private ranch owners and government ranches. The inclusion of government ranches is important because they are a major source of improved breeds in the country. There were 23 participants (one female) in the training. The deliverable of the training was to enable breeding centers and small ranches to be profitable in their businesses.

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

AGP-LMD works with middle of the value chain actors with the objective to create reliable win-win business relationships between small holder producers and buyers. To this effect, AGP-LMD issued a request for proposals for the establishment of 100 new milk collection centers allowing small holder dairy farmers to sell 135,000 liters of milk every day to dairy processing plants. AGP-LMD continues to support several dairy processors with their expansion and investment plans. In the MLA value chain, AGP-LMD further strengthened the business management capacity of butcheries and export abattoirs.

### Dairy

#### **1.2.4.2 Collaborative multi-institutional evaluation of milk safety risks and development of mitigation strategies/interventions**

AGP-LMD works in collaboration with the USAID supported Partners in Food Solutions (PFS)-TechnoServe Alliance to improve the availability of good quality, safe milk. AGP-LMD has connected the PFS Alliance to selected client processors and stakeholders for them to participate in AGP-LMD/PFS's food safety trainings which will be organized in April 2016.

#### **1.2.4.3 Support aggregators and traders to serve as effective marketing agents for producers**

The AGP-LMD project will support the establishment of 100 new Milk Collection Centers (MCC's) resulting in an additional 135,000 liters of milk processed per day. The MCCs will contribute to a safe and healthy milk collection system, and they will provide for new opportunities for dairy farmers because they allow for the collection of evening milk. AGP-LMD's support the establishment of the MCCs through a matching grant complemented with technical assistance to grantees. The request for applications for the matching grants was issued in this quarter. 86 grantees have been selected to receive 100 AI kits and 90 grantees have been selected to receive 100 MCCs.

##### **1.2.4.3.1/2 MCC and Business Management training for private milk technicians (for Grantees only)**

Following the issuance of the request for grant applications for the 100 MCCs, AGP-LMD started the preparations for the training and capacity building activities that will accompany the grant awards. The activities are scheduled to start in May 2016.

##### **1.2.4.5.1 Follow-up mentoring/coaching for commercial dairy farmers, feed producers, milk suppliers, etc. (Grantees)**

Six grantees were mentored during this quarter: three in Amhara (Emebet & Her Children Milk Processing PLC, Evergreen Milk Processing PLC, and Rut & Hirut Milk Processing PLC) and three in Oromia (ALPPIS, Dambali and Life Agro).

### **ALPPIS**

The Addis Livestock Production and Productivity Improvement Service (ALPPIS) is the first AGP-LMD grantee that has successfully reached closeout stage. The main objective of the grant was to contribute to the country's livestock genetic improvement strategy. Through the grant, ALPPIS was able to import three shipments of high quality cattle semen – two shipments from the U.S. and one shipment from Israel. In addition to providing the grant, AGP-LMD has assisted ALPPIS in improving its service provision through a bank loan, which the company utilized to purchase a service delivery vehicle. With this vehicle, ALPPIS was able to widen its coverage and distribute 9,708 doses of semen within the short period of one year. Before receiving its grant, ALPPIS distributed 17,945 doses during the previous five years (3,589 doses per year). AGP-LMD's grant made it possible for ALPPIS to support its commercial dairy farmer clients more effectively.

Most of AGP-LMD's dairy farmers prefer the genetic material (semen) brought by ALPPIS over that of the NAIC. Yihdego Dairy Farm in Gondara, Amhara; Hagos Weldu in Adigudom, Tigray; and Biniam in SNNPR first bought semen directly from ALPPIS for their own farm use, but have since become engaged in their communities supplying AI services as well.



Photo 10: A cross-bred calf born at Yihdego Dairy Farm in Gondar, as a result of an ALLPIS AI Services

### **Dambali Farm**

Dambali Farm received AGP-LMD support regarding the financing and implementation of her milk processing plant investment in Nekemte. AGP-LMD facilitated an experience exchange visit of the Dambali Farm owner, Dr. Alemtsehay, to another AGP-LMD grantee, Evergreen Dairy Processing in Bahir Dar, with the objective to learn from his experiences regarding the design and construction of a dairy processing facility. The visit helped her to improve the draft design of her processing plant. Although Dr. Alemtsehay has submitted her investment proposal to Oromia regional banks some time ago, the required loan did not materialize yet. AGP-LMD supported Dambali Farm in contacting two other banks for her loan and the banks are considering the application.

## **Emebet and Her Children Milk Processing PLC**

Emebet and Her Children Milk Processing plant has obtained a work permit license for its new site and has begun operating at the site. The work permit license provision has solved the problems of complaints about Emebet's former factory by a related government body. The new site provides Emebet the opportunity to comply with AGP-LMD's Environmental regulations and alleviates the need to invest in building improvements in the old factory. The new factory allows for better working conditions, all liquid and solid wastes are easily and quickly conveyed to the sewerage system, and then to the septic tank. It is also equipped with three-phase electricity that will allow Emebet to utilize electricity rather than firewood.



Photo 11: Partial view of Emebet's new milk processing facility

## **Evergreen Integrated Milk Production and Processing**

Evergreen Integrated Milk Production and Processing is receiving AGP-LMD support to gain an electric power connection. During the reporting quarter, a team from AGP-LMD met with the Regional Electric Power Authority, the Investment Bureau and the Livestock Agency. The main objective of the meeting was to learn what Evergreen needed to do in order to get an electric power connection. After thorough discussions, an agreement was reached. Evergreen will soon get the electric power connection and plans to start operating in April 2016.

## **Life Agro Industry**

Life Agro Industry has been supported in improving the hygiene of its milk processing plant. The AGP-LMD account manager prepared hygiene protocols in Amharic for staff and management to follow, and hygiene of the milk processing facility has improved.

**Rut and Hirut Milk Cow Breeding, Dairy Production and Processing PLC**

Rut and Hirut Milk Cow Breeding, Dairy Production and Processing PLC was assisted in preparing the specifications for her grant equipment. Vendor selection is now in process.

#### **1.2.4.5 Conduct customized business management training for domestic and export abattoirs and butcheries**

AGP-LMD conducted Business Management training for Amhara region Meat and Live Animal value chain actors. There were 27 participants (6 female), drawn from high- and medium-level butcheries, feedlot operations and domestic abattoirs. As an additional function of the training, B2B discussions were conducted, and 33 businesses agreed to supply conditioned animals for domestic and export markets. This training is intended to help participants improve their marketing and financial management skills, thereby making them more profitable in the Meat and Live Animal business sector.

#### **1.2.4.6 Conduct TA and training on effective meat by-products utilization and handling**

In collaboration with the Ethiopian Meat and Dairy Industry Development Institute (EMDIDI) and the Ministry of Livestock and Fisheries, AGP-LMD conducted an awareness training on meat by-product handling and utilization for 21 participants (5 female) drawn from export and domestic abattoirs, and government offices. The trainers explained that none of the abattoirs have been collecting and processing meat by-products properly. Discussions centered on strategies for handling and utilizing by-products, such as improving rendering plants and using blood drum drier technologies. These strategies not only help to reduce the amount of waste released into the environment, but also have monetary value.

## STRATEGY 5 - MARKET EXPANSION: DOMESTIC AND INTERNATIONAL

The first quarter of 2016 was characterized by two key events for market expansion: the Africa Livestock Exhibition and Congress (ALEC) held in Addis Ababa and the GulFood (GFF) 2016 in Dubai. AGP-LMD supported the participation of individual dairy and meat processors and live animals traders in ALEC and of the Ethiopian Ministry of Trade and meat and live animal exporters at the GFF. During these events several deals were made. From ALEC deals were reported valuing a potential 262,000 US for dairy and \$172,000 for the MLA value chains. From the GFF the reported deals have a potential value of \$8 million for live animal exports only.

### Dairy

#### **1.2.5.1 Support participation of businesses in domestic trade fairs to identify new customers**

AGP-LMD sponsored milk processors allowing them to host booths and display their products in the Africa Livestock Exhibition and Congress (ALEC), held from January 22-24, 2016 in Addis Ababa. The processors were: Ada'a Milk Processing Cooperative, Almi Fresh Milk Processing PLC, Azu Milk Processing PLC, Elemtu Milk Processing Share Company, Emebet and Her Children Milk Processing PLC, Raha Milk Processing PLC, Rut and Hirut Milk Processing PLC, Selale Milk Processing Cooperative Union, Tsige Milk Processing PLC, and Yakla Milk Processing PLC.

In a contest among milk processors on the taste of dairy products, Almi Fresh Milk PLC, Emebet and Her Children Milk Processing PLC and Family Milk Processing PLC won 'Best Prize' for yoghurt, mozzarella and provolone cheese, respectively. Additionally, while displaying their milk and milk products, milk processors were able to sell their products to exhibit visitors. In total, milk processors made a total of 117 deals during the three day event:

- |   |           |
|---|-----------|
| - Ada'a Milk Processing Cooperative           | 4 deals,  |
| - Almi Fresh Milk Processing PLC              | 16 deals, |
| - Azu Milk Processing PLC                     | 18 deals, |
| - Elemtu Milk Processing Share Company        | 30 deals, |
| - Emebet and Her Children Milk Processing PLC | 16 deals, |
| - Raha Milk Processing PLC                    | 12 deals, |
| - Rut and Hirut Milk Processing PLC           | 12 deals, |
| - Selale Milk Processing Cooperative Union    | 6 deals,  |
| - Tsige Milk Processing PLC                   | 3 deals.  |

The types of deals included raw milk as well as milk products (Table 5). Most of the buyers were supermarket owners and cafeteria owners, as well as a few dairy product (ghee) exporters.

Table 7: Value of deals made between milk processors and exhibitors at the 2016 ALEC Exhibition				
Type of product	Unit	Amount	Unit cost/USD	Total USD
Raw milk	liter	126,000	0.57	71,320
Pasteurized milk	liter	50,400	0.85	42,792
Milk cream	kg	5,400	11.79	63,679
Table butter	kg	9,000	8.02	72,170
Cheese	kg	6,300	5.66	12,736
<b>Total</b>				<b>262,698</b>



Photo 12: Hiruth Yohannes displaying her dairy products to visitors of ALEC.

### **Almi Dairy Processing Plant Inaugurated**

The inauguration of Almi Dairy Processing Plant was held at the Hawassa factory compound on February 6, 2016 in the presence of federal, regional and Hawassa city administration officials. The Minister of Livestock and Fisheries attended the event and made the opening remarks. USAID senior officials and AGP-LMD senior management members also attended the inauguration ceremony. The event was also attended by milk suppliers (farmers) from Hawassa and Arsi Negele, potential milk suppliers from surrounding woredas, milk collectors, feed suppliers and other private stakeholders. The inauguration also featured a milk tasting ceremony and functioned as a promotion of Almi's dairy products, particularly pasteurized milk and yogurt. Livestock officials from other federal offices and regions also had the chance to attend the inauguration ceremony, as they were attending a national livestock conference at Haile Resort Hotel in Hawassa on the same date.



Photo 13: Key note address by USAID’s Agricultural officer, Dr Bryan Bryne, at the ALMI Dairy Processing Plant inauguration

## Meat and Live Animals

### **1.2.5.1 Support participation of businesses in domestic trade fairs to identify new customers. (Support may include sponsorship, assistance in producing marketing materials, related training, etc.)**

Similar to the dairy value chain, AGP-LMD sponsored live animal traders and export abattoirs to host booths, present their companies and display their products in the Africa Livestock Exhibition and Congress (ALEC), held from January 22-24, 2016 in Addis Ababa. The purpose is to facilitate livestock trade between Ethiopian livestock businesses, foreign buyers and potential customers interested in Ethiopian livestock, particularly live cattle, camel, shoats and shoat meat.

A total of 17 MLA value chain actors (8 export abattoirs, 5 live animal exporters, 2 domestic butcheries and 2 associations) participated in the exhibition. The participants displayed company promotional materials in their respective booths, and were visited by business owners, investors, farmers, students and government officials. Over the course of the exhibition, the 17 businesses reached an aggregate sales volume of \$172,257. Included in this impressive statistic is Abakiy General Trading’s sale of 2000 head of goats valued at \$142,857 and Abyssinia Export Abattoir’s sale of six tons of beef valued at \$29,400.

### **1.2.5.2 Support participation of VC businesses in Gulfood Fair (UAE)**

The Gulfood Fair Exhibition is one of the biggest food and beverage industry-related trade events in the world. It is held annually at the Dubai International Convention and Exhibition Center. Gulfood 2016 featured more than 5,000 companies and 117 pavilions, and drew more than 85,000 visitors from more than 170 countries, including international heads of state, ministers, government officials and national

trade associations. The exhibition facilitates multi-million dollar transactions as the global food industry meets, networks, sources new products and trades out of Dubai.

In the last quarter, the AGP-LMD project partially sponsored Ethiopian MLA actors to participate in Gulfood 2016. A great deal of information was communication between buyers and sellers during the five-day show, where attendees were provided with ample opportunities to learn about the latest business trends and new products. The main objectives of AGP-LMD's sponsorship was to promote Ethiopian MLA products, compare and contrast Ethiopian products with competitors in terms of quality, packaging and price, expand existing markets while searching for new markets, attract new investors to Ethiopia, and encourage higher Ethiopian federal and regional officials to properly support the country's exporters. From live animal export deals alone, Ethiopian businesses concluded contracts potentially valued at \$8,000,000. To date, Ethiopian suppliers have assembled 2000 shoats for export, as per the deals made during Gulfood.



Photo 14: Bereket Demeke, the Managing Director of Abakiy General Business PLC, discusses his business operations with a potential buyer at Gulfood.

### **1.2.5.3 Conduct supply workshops targeting domestic and export markets**

AGP-LMD conducted rapid assessments in its four regions to identify highly drought-affected areas. After these assessments, AGP-LMD, in collaboration with EMDIDI, conducted continuous consultative supply workshops targeting export and domestic abattoirs, to facilitate commercial destocking. The destocking exercise aimed to remove animals from vulnerable areas while they were still of some value, and to thereby help farmers and pastoralists salvage some equity. Sales focused on abattoirs, universities,

hospitals and military camps. As a result of AGP-LMD's intervention, a reported total of 620,929 head of shoats valued at \$24,718,887 were sold<sup>2</sup>. These animals were purchased by export abattoirs located around Mojo and Debrezeit. Additionally, Abergelle Export Abattoir purchased 14,570 shoats and 1695 cattle, which resulted in \$624,416 in sales, and Mekelle University purchased 463 cattle valued at \$12,126. In total, as a result of AGP-LMD's drought interventions, a total of \$25,355,429 was earned, benefiting farmers and pastoralists who were at risk of losing their animals to drought, and providing much needed household income and livelihood protection.

#### **1.2.5.4 Development of MSME Strategy**

During the previous quarter, AGP-LMD contracted three of its regional Implementing Partners - HUNDEE in Oromia, Self Help Africa in SNNPR, and ORDA in Amhara to conduct rapid assessments on issues related to BioSafety and Livestock Sector MSME Capacity. Near identical structured questionnaires were used to collect information from various actors in the livestock value chain including; dairy producers, processors, cooperatives, milk and dairy retailers, feedlot operators, feed manufacturers, retails and wholesalers, butchers and butchereries, small scale abattoirs, and others. The IP's analyzed the data collected and produced reports on their findings.

These findings were presented and discussed at a joint workshop with all three regions represented on 27 January. The outcome of the workshop was 'Immediate' and 'Future' strategies and activities for implementation.

These outcomes were discussed in February with selected stakeholders and the feedback from those sessions will be used to finalize the strategies by the end of April.

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<sup>2</sup> The numbers come from verbal reports from by the buyers received by AGP-LMD. AGP-LMD will confirm these numbers in the coming month.

## STRATEGY 6 - STRENGTHEN FBOs AND SECTORIAL ASSOCIATIONS WORKING IN THE LIVESTOCK VALUE CHAIN

During the reporting period, AGP-LMD continued its work with cooperatives and livestock sectorial associations. The main areas of support are the implementation of the innovation grants and improve the business, management and marketing capacity of cooperatives and sectorial association through training and experience sharing. AGP-LMD also supported cooperative to take part in the Third National Cooperatives Exhibition and Symposium, providing them with the opportunity to promote and sell their products to the general public.

### **1.2.6.1 Follow-up and support grantee cooperatives to fulfill milestones within grant agreements for the successful operation of the business. (Milestone preparation, TA, BDS, mentoring/coaching)**

In the reporting quarter, farmer-based organization (FBO) activities focused on the follow-up and support of cooperative grantees to fulfill milestones. Accordingly, the following major activities were performed:

- Facilitating and supporting the purchasing process for all grantee coops by working with the procurement team. The technical team of five people is drawn from the Federal Cooperative Agency (FCA) (2), the MoA (2) and AGP-LMD(1). The team has finalized the technical specifications of the three 'turn-key' dairy processing projects, Jantekel, Gojam and Bokera, based on the initial specifications provided by the unions.
- Grant implementation follow-up in Amhara (Gojam and Jantekel dairy unions) and Tigray (Tigray Milk Marketing Federation). Discussions were also held with the Regional Cooperative Agency and zonal coop offices regarding application preparation for the 'scaling up' grants to facilitate dairy cooperative milk collection systems.
- 'Scaling Up' grant promotion was conducted in Amhara. In addition, implementation follow-up was conducted for Gojam, Jantekel and Bahir Dar dairy coops in Amhara; with Ada'a, Selale, and B/berga in Oromia; and with TMMF and Bokera in Tigray. Discussions were also held with regional cooperative agencies and AGP-LMD grantees on the procurement process and future technical support.

### **1.2.6.2 Support the improvement of governance management and business operations of FBOs (CIGs, micro and small enterprises (MSEs), coops, and unions) by organizing workshops, meetings and trainings**

AGP-LMS is working together the Dutch-funded DairyBISS project to improve the Dairy Business Development Services (BDS) provision through a joint capacity building and training program for future BDS providers. DairyBISS leads the provision of the capacity building and training activities, while AGP-LMD provided real business cases for the BDS providers to further learn and receive coaching on the job.

**1.2.6.3 Support and capacitate livestock marketing coops and MSEs to form business relationships for livestock supply (both domestic and export markets) by organizing workshops, meetings and trainings.**

During the reporting quarter, the AGP-LMD project sponsored the Third National Cooperatives Exhibition and Symposium. The event was held from February 11-16, 2016, and was organized by the Federal Cooperative Agency (FCA) under the banner “Cooperative Marketing for Fairness”. This exhibition attempted to create market linkages by providing space for 11 LMD grantees, including dairy unions. From the expected 11 coops, nine dairy cooperatives attended the exhibition. In addition to benefitting from the market linkages created and exposure to customers, the coops sold dairy products for a total of \$8,000.

In addition, three cooperatives involved in the livestock VC participated in the Market Linkage and Negotiation Training. Participants included nine cooperative leaders.

**1.2.6.3.2 Provide trainings or workshops and meetings to improve skills in marketing, purchasing and sales, financial management, accounting/bookkeeping, etc. of MLA fattening coops and MSEs. Facilitate and arrange one-to-one agreements for the supply of MLA between coops/MSEs and domestic/export abattoirs and MLA traders.**

At the 8th Livestock Value Chain MSP Program in D/Tabor town, Amhara, Market Linkage and Negotiation Training was given to a total of 40 (9 female) livestock value chain actors.

**1.2.6.4 Strengthen existing sectoral associations and assist in the development of new key sectoral associations as a voice and platform for their members, and provide membership services on a sustainable basis (target associations include all sectoral associations) via and in coordination with the MoA, MoI and MoT.**

The certification and registration processes for the Ethiopian Domestic Abattoirs and Butchers Association and the Ethiopian Commercial Milk Producers Association are in process with the support and facilitation of LMD, which is liaising with the Ethiopian Sectorial Association and MOI-EMDIDI.

A scope of work (SOW) has been prepared for the STTA, who will prepare strategic planning documents for the development of financial sustainability plans and activities for the associations.

**1.2.6.5 Support the participation of women in coop membership and management through sensation workshops and advocacy for gender equity in coops (mainly dairy)**

In this reporting quarter, AGP-LMD conducted three one-day roundtable trainings and discussion platforms on Gender Equity Awareness for Amhara, Tigray, and SNNPR regions. Cooperative promotion officials and experts addressed target coop/union leaders, exhorting them to bring gender equity to cooperative membership and leadership.

### **1.2.6.5.1 Conduct awareness creation workshops or meetings for target coop leaders, coop promotion officials and experts on gender equity and women leadership**

A total of 64 (13 female) participants were trained: 32 were from cooperative promotion offices, one from an IP and 31 from 14 different cooperatives and unions. Of the female participants, six were from cooperative promotion offices and seven from the cooperatives themselves.

## **STRATEGY 7 - WOMEN ENTREPRENEURSHIP AND LEADERSHIP DEVELOPMENT**

During the quarter AGP-LMD performed an assessment of the Women Entrepreneurship and Leadership training and coaching activity implemented by AGP-LMD over the past three years. The results of the assessment were shared during the WALN conference in January, jointly organized by AGP-LMD and AGP-AMDe. The outcomes of the assessment are partly reported under Component 1. The WALN conference provided for over 300 women entrepreneurs the opportunity to share information and learn from each other's experiences. AGP-LMD further focused on improving the involvement of women in cooperative and FBO leadership during the quarter.

### **1.2.7.3 Provide business coaching for trained women entrepreneurs**

During the reporting quarter, 46 women entrepreneurs were coached by government officials from their respective woredas. AGP-LMD is institutionalizing its women entrepreneur business coaching activity within the regional and woreda government structures in order to make the activity sustainable. To this effect the government officials received training on coaching and the livestock business.

### **1.2.7.9 Work towards gender equity in cooperatives to create gender equity in leadership of targeted cooperatives**

During the quarter AGP-LMD organized three gender awareness workshops for 66 coop promotion officials and cooperative and unions' leadership in three regions. Of the total participants in the three regions, only 20% were female. In Tigray, female participation, at 40%, was better than in Amhara and SNNPR. To serve as an example, LMD took two female participants to Wolita to share their experience during the SNNPR workshop.

### **Other Activities: Joint conference with AGP-AMDe on the Women in Agribusiness Leadership Network (WALN)**

On January 13, 2016, AGP-LMD, jointly with the AGP-AMDe Project, conducted the 'Women in Agribusiness Leadership Networking (WALN)' second annual conference. The purpose of this conference is to bring together women entrepreneurs from the four regions who have started their own businesses, and also those who have made a social difference through their businesses, to share their experiences, challenges and successes. The conference also recognizes outstanding women entrepreneurs and announces new grant award receivers. Thirteen women entrepreneurs were awarded grants by AGP-LMD, as winners of project proposals to improve and expand their businesses.

The total amount of grants awarded was \$1,116,209. The joint conference was a good opportunity for women entrepreneurs from LMD and AMDe to network and establish business linkages.



Photo 15: Participants of the Second WALN Conference at the Hilton Hotel Addis Ababa

### **AGP-LMD Impact Spotlight**

At the WALN Conference, AGP-LMD proudly shared impressive results from an assessment conducted late last year (2015) to analyze the impact of AGP-LMD trainings and coaching on women entrepreneurs over the past two years. Ninety-nine women entrepreneurs were interviewed out of 278, accounting for 36.5% of all women supported by various trainings and mentorship.

For women to get engaged in the livestock business, they need an average of 11,963 Birr. The source of startup capital comes mainly from loans obtained through microfinance institutions (48.1%) followed by their own money and from family (39%). Most women are engaged in the dairy sector constituting 48.1%, while 23.4% are involved in shoa fattening and 6.5% are in cattle fattening with the remaining in different types of businesses. This demonstrates that 78% of women are involved in the livestock industry.

Before AGP-LMD intervention, through extensive leadership training and regular business coaching, their average monthly income was 1430 birr/person/month and now it has substantially increased to **5200birr/person/month**. The type of support they receive from LMD is extensive leadership training and regular business coaching for the past 2 years.

## **Other Activities**

The Gender Advisor represented LMD at the “Ethiopian Network for Gender Equality in Agricultural Sector Celebration Workshop”, held at the Harmony Hotel from March 30-31, 2016. The event was sponsored by the Agriculture Transformation Agency (ATA) and UN Women. W/ro Zerthun Seyoum, MoANR-WAD – Directorate, opened the event, representing the State Minister. Next Ato Usman, Director of the Federal Cooperative Agency, made a presentation. Then panel discussions were conducted on ‘Gender and Extension’ (led by the Extension Directorate), ‘Gender and Cooperatives’ (led by the Federal Cooperative Agency Head), ‘Gender and Land’ (led by the Land Administration Directorate), ‘Gender and Technology’ (led by the Agricultural Mechanization Directorate), ‘Gender and Access to Finance’ (led by the Association of Ethiopian Micro Finance Institutions (AEMFI)), and, ‘Gender Integrated Approaches’ (presented by the WISE Director).

#### **1.2.8.1.1 Organize VC quarterly technical committee meetings on VC issues with PRIME**

Technical meetings were held between PRIME and LMD advisors, and an agreement was reached to organize B2B meetings between producers in Afar, Somali and Borena areas, and buyers from Modjo. The B2Bs took place in Dire Dawa and Adma. The output from the B2B meetings was the buying and selling which took place: 10,500 households sold 5,000 cattle, 3,000 camels and 5,000 shoats, amounting to \$6,025,000 in sales. The buyers were local export traders who exported the animals to Dubai, Bahrain and Kuwait.

#### **1.2.8.1.3 Organize biannual MSPs per region in collaboration with GRAD**

LMD and GRAD held joint MSPs in all four AGP-LMD regions in February and March 2016. The main point of discussion at the MSPs was the sustainability of the MSP, with GRAD phasing out in September/October 2016. To make the MSPs sustainable, an assignment was given to GRAD experts at the woreda level to meet and discuss the Action Plan drafted by the participants. These discussions will take place with government offices such as Agriculture, Cooperatives and Livestock. The agreed on Action Plan will then be presented at the June/July MSP. AGP-LMD and GRAD will follow up on the Action Plan.

AGP-LMD gave a presentation on marketing negotiations between producers and cooperatives, and directly between producers and buyers. During the discussion, it was underlined that negotiations should be win-win, not win-lose.

After continuous discussions during MSPs on the number of women participants, an improvement was observed during the most recent quarterly meeting, where 9% of attendees were women, compared with just 5% six months ago. Although the number is still too low, it does represent almost a doubling of women's representation. The challenge of women's participation was reported at that time, and GRAD representatives agreed to work on it. Considering the seriousness of the problem, LMD's Gender Equity Advisor was invited to this quarterly meeting in Amhara Region, where she spoke about the importance of including women at all levels, and particularly at the leadership level. It is expected that the number of women participating as leaders during the upcoming MSP in June 2016 will increase.

#### **1.2.8.3.1 Refresher training**

Refresher training for trained women entrepreneurs, cooperatives, CIGs and FEMMAs, Animal Health Service providers, and buyers and sellers will take place in April/May. Discussions are underway with RCs and IPs to approach potential trainees as well as trainers this month, and to advertise in local newspapers for consultants with expertise in entrepreneurship.

#### **1.2.8.4 Support to SMEs and collection centers to improve production and productivity; SMEs already identified by IPs**

This activity was supposed to start this month; however, due to the limited budgets allotted to IPs, they have opted to spend the money on other activities.

#### **I.2.8.5.2 Study tours to AGP woredas**

Study tours were organized in Oromia and Tigray regions in collaboration with GRAD. Fifty participants in each of the two regions benefited from the tour of AGP woredas. Participants visited feed processors, collection centers and cooperatives. As a result of the study tours, 19 marketing cooperatives have been formed in Oromia, 13 in SNNPR, 26 in Tigray and 9 in Amhara. This has opened the way for market linkages between processors and cooperatives. It has also helped to increase production and productivity, and improve the quality of animal production.

#### **I.2.8.6 Formation of associations/cooperatives for women entrepreneurs**

Formation of associations for trained women entrepreneurs in SNNPR was discussed at the regional level in collaboration with the Cooperative Advisor. However, it was suggested that the issue be discussed at woreda level, since the trainees are dispersed in many kebeles. There is a plan to work on this in April/May.

IRI: INCREASED PRODUCTIVITY AND COMPETITIVENESS OF SELECTED LIVESTOCK VALUE CHAINS FOR THE BENEFIT OF SMALLHOLDERS  
COMPONENT 3: SPUR INVESTMENT AND INNOVATION  
STRATEGY 1: USE INNOVATION GRANT FUNDS TO STRENGTHEN THE VALUE CHAIN BUSINESSES

AGP-LMD has completed all contract negotiations and fully executed the 42 innovation grants agreements for a total value of approximately \$4 million.

Since January AGP-LMD has signed purchase orders for 256 dairy, MLA and input items at a value of \$412,695. Notably, the negotiations with the vendor for the bulk provision of the milk chilling tanks and equipment for the innovation grantees were successfully concluded, and a final purchase order for approx. \$400,000 is currently being finalized.

Solicitation of applications for AGP-LMD's third and final series of grant awards, RFA003 – 'Scaling Technology for Milk Collection Centers and Artificial Insemination Services' – closed on January 29, 2016. One hundred and twenty valid grant applications were received from LMD's four regions. All 120 grants have been evaluated at the regional level by committees consisting of representatives from the Regional Livestock Agency, Regional Cooperative Promotion Agency, Office of Women's Affairs, and the LMD Regional IP, an LMD technical staff member from the Home Office, and an observer from the Innovation Grants Unit to monitor grants policy compliance. Initially, 58 applicants qualified to receive AI kits, while 51 applicants qualified to receive milk-chilling tanks.

In order to increase the distribution of AI kits and milk-chilling tanks, and to achieve the target of 100 grants for each grant type awarded, LMD has released a second call for applications accompanied by additional outreach efforts to identify geographic areas and organizations that may have been unaware of the original announcement and to encourage them to apply for a grant. Evaluation of the second round of applications will begin on April 8, 2016 and continue on an on-going basis until April 22; however, internally, LMD will endeavor to reach the goal of 100 awards of each type before April 15.

AGP-LMD issued the Request for Applications for the items to be awarded under RFA003, 100 Chilling Centers and 100 AI kit, in February. Several offers, both national and international, were received and vendors have been pre-selected for supplying the equipment with a total value of about \$2 million.

See annex I for a detailed overview of progress made during the quarter with the implementation of the 42 innovation grants.

## STRATEGY 2: STIMULATE INVESTMENTS AND ACCESS TO FINANCE

### **1.3.9.2 Support equity investment in livestock businesses**

During this quarter, Schulze Global Investments, a foreign investment fund with a dedicated office in Addis Ababa, and Veris Investments, a Dutch impact investor fund, were identified as potential investment partners for LMD clients. Veris is interested in investing in large-scale dairy projects, while Schulze is interested in looking at qualifying investees from both the dairy/meat and live animal sectors.

AGP-LMD is in the process of identifying and preparing livestock businesses to link with the aforementioned investors. So far, IDC Investments has expressed interest in discussing joint venture options with Veris at its modern large-scale dairy farm and processing project in Mukaturi, Oromia. IDC Investments recently imported 75 exotic-breed cows for its dairy farm operations, while the processing factory, which is currently close to completion, will have a processing capacity of 100,000 liters of milk per day. IDC intends to collect most of the raw milk required from the surrounding farmers, to whom it provides embedded services in the form of forage distribution and milk quality trainings.

Feedco Feed, a feed processing company near Modjo, Oromia, is another company that has expressed interest in being connected with investors. The company was set up by local and Indian investors, with an initial investment of \$1.3 million. FeedCo is looking for an additional injection of \$1 million as a bank loan or equity contribution.

FeedCo was provided with advice and technical assistance for improving its business plan. In addition, a project profile was prepared and shared with investors for review. When fully implemented, FeedCo's feed processing project will have the potential to produce 50,000 tons of feed concentrate and generate employment to 100 people.

### **1.3.9.3 Assist VC businesses to access credit**

#### **Identify and evaluate businesses interested in credit or debt financing**

AGP-LMD identified 15 businesses that are interested in accessing loans from banks. Of these, five are female-owned businesses. In terms of regional distribution, fourteen businesses are from Oromia region and SNPPR (seven from each) and one business is from Amhara region. The businesses are seeking funds for working capital, construction and purchasing of trucks and machinery.

All of the businesses were evaluated against their potential to qualify for loans with banks, and 80% of the businesses were found fit to be passed on to the next stages.

#### **Prepare businesses for credit (due-diligence, business plans, etc.)**

AGP-LMD has completed or is in the process of completing technical and financial due-diligence on nine livestock businesses through a review of their business plans and on-site visits.

Common problems among projects reviewed and revised during this reporting period included the following: a lack of focus and consistency in project planning, setting unrealistic and ambitious goals, and overestimating working capital requirements and financing needs.

Exhaustive and detailed comments and hands-on revision work was provided to the following businesses: Sidama Agribusiness Enterprise Farm (SNNPR), Lijalem (LG) Cattle Fattening (SNNPR), Haile Dairy Farm (SNNPR), Yididiya Dairy Farm (SNNPR), East West Meat Processing and Packing (Amhara) FeedCo Feed (Oromia), EATA Poultry Farm (Oromia), Tinsae Poultry Farm (Oromia), and Alemu Dairy (Oromia).

### **Referral to banks and MFIs with/without credit guarantees**

During the reporting quarter, AGP-LMD supported and referred six businesses. Due to the severe liquidity problems being faced by most of the Development Credit Authority (DCA) partner banks, AGP-LMD was forced to transfer some applications from banks that were the worst hit to banks that are in a relatively better position.

Two of the businesses, Dr. Alemtsehay's and Age'e from Nequemt Wolega, benefited from transferred referrals to Oromia International Bank (OIB) and Dashen Bank, after unsuccessfully submitting applications at the Cooperative Bank of Oromia. Similarly, Dukale Dairy Farm from Hawassa was referred to Dashen Bank, after unsuccessfully lodging an application at the Cooperative Bank of Oromia (CBO). New applicants from Adama, Harege Cattle Fattening Farm and Selam Animal Feed Enterprise, were referred to Dashen Bank for approximately 6.05 million birr and 0.9 million birr credit, respectively. Harege needs the loan to bridge working capital requirement for the expansion of the farm's operations and purchase of vehicles, while Selam needs working capital injection for the purchase of raw materials for feed production and a truck to transport raw materials and feed.

Hantutu Integrated Farm in Oromia was referred to the OIB for a loan of approximately 1.5 million birr to expand its cattle fattening business. Dejene Milk Distributor in SNNPR was also referred to the OIB for a 1.8 million birr loan for milk collection and distribution work. In addition, Alfoz Cattle Fattening and Meat Processing was referred to the OIB for loan amounts of approximately 120 million to implement its mega-scale livestock fattening project.

AGP-LMD also assisted Adazom Trading in accessing credit from the OIB through the Development Credit Authority (DCA) program. The OIB approved an interest-free 10 million birr loan for Adazom Trading, which is the first sharia-compliant loan under the DCA.

### **1.3.9.4 Capacity building for livestock MSMEs and FIs**

#### **TOT for BDS providers**

A five-day TOT was provided for Business Development Service (BDS) providers from January 25-29, 2016 in Addis Ababa. The training was held in collaboration with Dairy Business Information Service and Support (DairyBISS), which is implemented by Wageningen UR and funded by the Dutch Embassy. The trainees came from Oromia (7), Tigray (6), SNNPR (5), and Amhara (4) regions.

These BDS providers will support local livestock and dairy entrepreneurs through training, counseling and contract services, improving their business planning and management skills and thereby giving them a higher likelihood of receiving funding and overseeing successful enterprises

Participants were provided with training tools of quality BDS provisioning, supported by simulation exercises that will greatly help trainees in evaluating real-life phenomena. The trainees were also given a field assignment, which they must complete in order to qualify as BDS providers. For the assignment, each trainee was given a list of grantees and DCA beneficiaries in their respective regions; the task is to diagnose the companies using the tools and methods they acquired in the first-round training. This practical fieldwork is being closely supervised by AGP-LMD staff and trainers.

### **Training on VC financing for bank staff**

During the reporting quarter, AGP-LMD conducted a three-day training on “Livestock Value Chain Finance” for bank staff in the four project regions. The training was facilitated by Mr. Tanner Cheiken, an international consultant with ample experience in Value Chain Financing (VCF) training and exposure to global best practices. All 18 government and commercial banks attended at least one of the four training sessions, and up to 53 staff from those banks took part in the training. Additional quotas were provided for the participation of DCA partner private banks in these training sessions.

The aim of the training was to introduce the VCF concept as applied to the livestock sector, available financing options, pros and cons, and the additional dimensions VCF provides to collateralization and risk management approaches.

The VCF training was provided to all private- and government- owned banks in Ethiopia in the four regions: Oromia (19), Tigray (11), Amhara (11) and SNNPR (12). Interactive exercises and discussion sessions imparted essential VCF concepts and skills. In addition, participants debated on whether and how the VCF approach makes business sense for banks that are lending to livestock businesses in Ethiopia.

## IR2: IMPROVED ENABLING ENVIRONMENT FOR LIVESTOCK VALUE CHAINS

### COMPONENT 4: IMPROVE THE ENABLING ENVIRONMENT OF LIVESTOCK VALUE CHAINS

The milk and livestock feed quality and safety workshops held during the quarter in Amhara, Tigray and SNNPR have created a heightened awareness on quality and safety concerns related to milk and feed. In all three workshops, there was a general consensus that substantial quality failings exist in the milk and feed supply chains which need to be addressed promptly before the situation worsens. A key outcome of the Oromia workshop is that the Regional Bureau of Livestock and Fisheries (BoLF) is establishing a regulatory body headed by the Deputy Bureau Head. The regulatory body will be fully in charge of regulatory issues and will assign inspectors to regulate the quality and safety of primary livestock products including milk, meat, eggs, honey, hides and skin. The other regions have drawn lessons from Oromia and have committed themselves to establishing a similar regulatory body. Until this establishment takes place, however, it was agreed that the extension workers under the regional livestock bureau/agencies should temporarily engage themselves in regulating the safety and quality of livestock products.

Regarding the LITS project, the LITS database development has made good progress during the reporting quarter. The specification document was reviewed and approved by the Working Group and the main beneficiary, the Ministry of Livestock and Fisheries (MoLF). The approval of the specification document stipulates that 40% of the database customization is completed. Moreover, a list of kebele/village codes and coordinates has been provided to the database provider, including the GIS data, which is in the appropriate format (Shapefile) as specified by the development team. Subsequently, the database developers have incorporated the list of codes and GIS data. Two web designers from the Ministry IT Department are assigned as focal persons to manage the Ethiopian-Livestock Identification and Traceability System (ET-LITS) public website/portal (for public awareness and as a landing page for sign-in, etc.). Geospatial data for LITS implementation has also been collected from 158 establishments (benchmarks) in Borena and Abergelle market shades. The most important establishments identified and recorded include markets, holding grounds, feedlots, abattoirs, quarantine facilities, check posts, veterinary clinics and laboratories. In addition, a LITS communication strategy and branding logo development was also completed during the quarter.

The milk quality issue and the report of the study by ILRI on aflatoxin contamination have affected the dairy industry negatively. Dairy cooperatives and industries expressed serious concerns and called for a series of interventions to revive the market. The growing volume of powdered milk imported from abroad is heavily competing with and damaging the budding domestic dairy industry. The government should pursue a policy to protect this emerging industry and seize the opportunity for import substitution by encouraging local milk production.

## STRATEGY I - FACILITATE AND EMPOWER STAKEHOLDERS FOR POLICY REFORM AND ADVOCACY

### **2.4.1.3 & 2.4.1.4 Working Groups and MSP**

Following a request from the newly established MoLF, LMD held the federal-level Multi-Stakeholder Platform (MSP) in Hawassa from February 4-6, 2016. The main purpose of the MSP was to present and discuss the GTP II plan and strategy as it relates to livestock sector, as well as the MoLF's organizational structure for the implementation of the GTP II plan. The main components of the plan were presented by the three State Ministers, and the follow up discussion was focused on identification of key collaboration areas with development partners, the challenges associated with the livestock sector, and the need for strengthening the coordination platforms. The main outcome of the three-day high-level meeting was the recommendation that a similar workshop be organized every quarter for follow up, review and support in the implementation of the GTP II for the livestock sector.

The MSP was chaired by Ato Sileshi Getahun, Minister of Livestock and Fisheries, and was attended by the three State Ministers, and the heads, deputy heads and senior experts from various federal institutes, the nine regional states and two city councils.

#### **Working Group meetings**

##### **SNNPR Working Group**

A Working Group meeting was held in SNNPR on March 21, 2016. The meeting was attended by a total of 14 members (1 female) and was chaired by the head of the BoLF. Topics included highlights of LWG, a progress update on action points agreed upon during the previous Wolayta MSP, and the impact of the findings on aflatoxin contamination of milk and livestock feed in the Addis Ababa milk shed area. The impact of the aflatoxin study was presented by the manager and owner of Almi Dairy Processing. He noted that the demand for milk has declined drastically, and his company has encountered substantial losses due to the problem. The Working Group deliberated on the problem currently affecting dairy producers and processors and pledged to address the aflatoxin issue and work on promoting consumption of fresh and safe milk through available media, as well as effectively utilizing the LMD world and School Milk Days to counter the current incorrect assumptions about milk consumption.

##### **Tigray Working Group**

AGP-LMD and the Tigray regional livestock office held a livestock Working Group meeting at Axum town from March 24-25, 2016. The meeting was attended by Working Group members: the Livestock Department, the Cooperative Agency, Abergelle Slaughterhouse, dairy cooperative unions and REST. A total of 27 participants attended the meeting. This Working Group meeting was unique due to its large number of participants and agendas.

The focus of the meeting was dairy, animal feed and meat hygiene and safety. The Working Group members noted the poor quality of milk, and the poor safety and hygiene of meat supplied in the region.

The quality of animal feed is also considered a major factor affecting the quality of milk. Three presentations were made by AGP-LMD or AGP-LMD grantees:

1. The current status of meat hygiene and safety in Tigray region, based on a quick assessment made by the Regional Bureau of Agriculture Livestock Department in collaboration with LMD.
2. Abergelle Export Abattoir presented its current technological and market linkage status. The report mainly focused on the modernization of abattoir infrastructures, HACCP certification and market linkage. The domestic market supply looks very promising for Abergelle.
3. Opportunities and challenges of Mekelle Milk Factory were presented by the cooperative union and discussed in the meeting. The key challenges the union is facing are its limited technological capability to process milk for a long shelf life, and market opportunities.

It was noted that the quality of milk can only be ensured by involving all actors in the value chain, and should start from the producer level. Concerted efforts should be made to replace the existing plastic milking and milk containers with aluminum or stainless steel ones. Cooperatives should be supported and encouraged to supply such materials to their members on a credit basis. Development partners and the livestock department should train farmers and milk traders on milk handling and conducting simple tests. Municipalities who are currently running and managing domestic abattoirs must improve the quality of service and sanitation in the slaughterhouses.

#### **2.4.1.5 Conduct meetings to support the validation of a road map for the adoption of Ethiopian milk quality standards & 2.4.2.7 Conduct sensitization or consultative meetings on animal feed quality standards and guidelines at the regional and federal level (four workshops)**

The two activities on milk quality standard and animal feed quality standards were combined during implementation, as they are very much related. In this reporting quarter, workshops were held on dairy and animal feed standards in Amhara (Feb 15-16), Tigray (March 10-11) and SNNPR (March 23-24). There were 65 (8 female) participants in Amhara, 55 (7 female) in Tigray and 61 (14 female) in SNNPR. The participants came from private dairy farms and processors, cooperatives and unions, public sector institutions and NGOs. High-level experts from the Ethiopian Food, Medicine and Health Care Administration and Control Authority (FMHACA), EMDIDI and the Veterinary Drug and Feed Administration and Control Authority (VDFACA) made detailed presentations on the quality and safety of milk and livestock feed.

Some of the major concerns raised by participants at the three regional workshops were as follows:

- Substantial quality failings exist in the milk supply. Milk quality issues related to adulteration of milk through the addition of water, flour and other products is a common and growing problem in all regions.
- Participants strongly challenged the way the aflatoxin study was communicated to the media and the public, with deleterious effects on the dairy industry. The impact of the aflatoxin crisis has been felt by producers and processors in the three regional states, though not to the level that was observed in Addis Ababa and the surrounding Oromia district.

- Participants noted that the aflatoxin crisis should be taken as an opportunity to highlight the need for the quality and safety assurance of milk and milk products in the regions. Given the wide and growing use of brewery products for animal feed in many areas, it was felt prudent to make a preliminary assessment of the level of aflatoxins in this and other feed ingredients. These products are usually poorly stored and handled, and are prone to spoilage and contamination.
- The skyrocketing price of feed is very much affecting the competitiveness of the dairy sector. This is partly due to the 15% VAT on livestock feed. The quality of processed feed supplied to the market is, in most cases, not up to standard. There is no clear labeling of how to use the products, or of the ingredients in the feed. There is little, if any, regulation and control on feed processors and distributors on the ground. The way feed is handled and stored is not in compliance with minimum standards and requirements. Agricultural cooperatives and unions should be encouraged to provide embedded services to their members. Such services should include livestock feed, veterinary drugs, vaccines and other inputs.

The workshops recommended that the quality and safety of milk and livestock feed should be given sufficient attention and be well integrated into the plans and strategies of the regions. In addition to the extension work currently underway, the regional livestock bureaus/agencies should increasingly engage themselves in regulating these products. Participants noted that the regions could probably draw lessons from the Oromia Regional Livestock Bureau, which is currently creating a regulatory body in the bureau headed by the Deputy Bureau Head; this regulatory body will be fully in charge of regulatory issues. Inspectors will be assigned to regulate the quality and safety of primary livestock products including milk, meat, eggs, honey, hides and skin.

#### **2.4.1.6 Develop blueprints and design standards for the various categories of domestic abattoirs and hold five meetings to validate and prepare a road map for the adoption of slaughterhouse blueprints and design standards**

As per the contractual agreement concluded on February 8, 2016 to develop blueprints and design standards for municipal slaughterhouses, the consultant is undertaking a number of activities to achieve the objectives highlighted below:

- Define structural, operational, equipment and human resource requirements of different categories of abattoirs
- Develop blueprints for various categories of domestic abattoirs
- Identify environmental mitigation actions
- Produce of a healthy, wholesome and clean product for consumption

Accordingly, the consultancy team undertook a three-week assessment (from February 18 to March 14, 2016) in the four regions: Oromia, SNNPR, Amhara and Tigray. The assessment work targeted 18 abattoirs of different sizes located in Addis Ababa and its surroundings, Modjo, Adama, Shashemene, Hawassa, Dila, Aleta, Chicco, Jimma, Bahir Dar, Worota, Gondar, Mekele, Wekero and Adigudo.

During the fieldwork, a thorough assessment was conducted of abattoir locations, various functional units and their arrangements, and waste management systems. Photographs were taken and videos were

made of both good and bad practices. Additional information was collected through the administration of questionnaire and through interactive discussions that targeted management personnel, meat inspectors, heads of municipalities, bureaus of livestock at zonal and woreda levels, and clients of abattoir services such as butchers and restaurant owners. Currently, the entry of data into Excel software is underway. The findings of the survey and analysis of the gathered information have shed strong light on the prevailing status of local abattoirs, the structural/administrative arrangements in place, existing gaps related structure/design, good practices of meat hygiene, animal welfare issues, equipment, water systems, drainage and affluent management (including environmental safety), and administrative structure and work linkages. Designs and blueprints have been collected, which could help in the development of the new acceptable standard.

As a result of the assessment, four categories of abattoirs have been identified, based on their design and location, such as small, medium, big town and city abattoirs. Currently, a schematic drawing for various categories of abattoirs that will guide the development of the blueprints is being prepared.

#### **2.4.2.2 Capacity building of EMDIDI to improve dairy and meat technology in Ethiopia**

Preparations for the twinning visit by a high-level Ethiopian delegation to India are ongoing. Following a meeting with the State Minister of Industry, H.E. Dr. Mebrahtu Meles, USAID and LMD, the Ministry is in the lead of the setting up the twinning relationship.

#### **2.4.2.4 Facilitate high-level training for LN2 plant technicians (international STTA)**

The liquid nitrogen plant technician training has been postponed to April or May, due to a request from the NAIC. The NAIC has asked LMD to purchase training materials and spare parts for the training.

#### **2.4.2.6 Conduct sensitization workshops on meat hygiene and safety, slaughterhouse standards and control systems in selected woredas**

During the reporting quarter, LMD organized two town-level meat hygiene and safety workshops in Wolkite and Arbaminch, in partnership with the SNNPR Livestock Agency. A similar workshop was organized in Axum in collaboration with the Tigray Livestock Department. The workshop attendance was 54 (10 female) in Wolikite, 44 (4 female) in Arbaminch and 40 (no data on the number of female participants) in Axum. Participants included town administrators, zonal agriculture office heads, the Zonal Urban Development Office, the head of the town trade office, the town-level livestock agency head, zonal and woreda health office representatives, butchers, hotel owners, consumers and religious leaders.

The objective of the workshops was to create awareness and sensitization among stakeholders on the poor levels of hygiene and safety of the meat produced and marketed in the towns, and to seek solutions for improving the provision of services to consumers. Regional livestock agency experts presented a study on the current status of slaughterhouses in the region in general and in the three towns in particular. Discussions at the workshops focused on minimum meat hygiene and safety standards, the current status of slaughterhouses in the regions, and the roles and responsibilities of actors. The workshops concluded with a series of recommendations and action points for changing the current situation of domestic abattoirs.

#### **2.4.2.7 Livestock Identification and Traceability System (LITS) and 2.4.2.8.1.2 Monthly Working Group meetings**

During the reporting quarter, the LITS Working Group held five meetings. Issues discussed include validation of the LITS communication strategy, the LITS branding logo and approval of the database specifications prepared by the database contractor.

#### **2.4.2.8.2.1 Establish local LITS committees**

Local committees at primary markets have key responsibilities and roles within the LITS implementation process. They are instrumental in supporting, overseeing and following up on the LITS implementation

process. With this objective in mind, a total of six LITS local committees have been established, in Yabello, Moyalle, Negele, Ginnir and Dire districts of Borena zone.

#### **2.4.2.8.3.2 Install the infrastructure and standard software in the test environment of the beneficiary; finalize and approve specifications for the parameterization of the software**

The draft specification document was reviewed by the ET-LITS team and presented to the Working Group for comment. Feedback from the Working Group was incorporated into the final Requirement Specification Document, and a second Working Group meeting was held to approve the final document and start the parameterization of the database. To date, 40% of the database customization has been completed, user account and system credentials have been created for the ET-LITS team (Database and IT Specialists), and an overview of the system is being hosted in the cloud server.

In addition, 60% of the forms needed for implementation of ET-LITS are designed and printed. Moreover, the database developers have incorporated a list of kebele/village codes and coordinates with GIS data. Two web designers from the Ministry IT Department were assigned as focal persons to manage the ET-LITS public website/portal. The website is for public awareness and functions as landing page for sign in, etc.

Despite the substantial progress made in the implementation of the pilot LITS project, some activities, including the database development and actual tagging of export cattle in the field, have yet to be realized. Initially it was planned that the project development and piloting would be completed before June 2016. There was overt delay in the implementation, primarily due to the time it took to select and recruit the database developer. Cognizant of this, the MoLF made an official request to AGP-LMD for a one-year extension of the pilot on February 3, 2016.

#### **2.4.2.8.5.1 Develop a framework for demarcation of epidemiological units and a geo-referencing code for epidemiological units**

An important concept in the context of tracing animals is that of the epidemiological unit. The key to achieving successful animal identification and traceability is the comprehensive identification and registration of these units. During the reporting quarter, information was gathered through a physical assessment of the areas; interviews; and reviews of available documentations on land use planning, trade routes, market shades, seasonal migration patterns, communal grazing and watering points, geographic boundaries, etc. The information was used to identify epidemiological units.

#### **2.4.2.8.5.2 Gather GIS information pertaining to ET-LITS pilot project properties, sale yards, feedlots and abattoirs**

The main objective of this assignment was to identify exact locations by collecting geographical information from livestock-related establishments, in order to facilitate and implement an effective traceability system in livestock value chains in targeted areas of Oromia and Tigray regions and ultimately expand the system to other areas of Ethiopia. The most important premises identified and recorded include markets, holding grounds, feedlots, abattoirs, quarantine facilities, check posts, veterinary clinics and laboratories. Public offices that have roles in the export of live animals and meat; customs; and institutions such as the National Veterinary Institute (NVI) that produce vaccines for

preventing trade-sensitive diseases, and the National Animal Health Diagnostic and Investigation Center (NAHDIC), which leads surveillance and field investigations, were also recorded. In the pastoral areas, other public offices were also identified and recorded as they can play crucial roles in the planning and implementation of the LITS program at the grassroots level. Accordingly, geospatial data was collected from a total of 158 establishments.

#### **2.4.2.8.5.4 Formulate communication strategy to support the LITS program**

Development of a LITS communication strategy was completed during the reporting period. The objective of the strategy is to support the implementation of the ET-LITS that aims at improving the competitiveness of the industry. The overall time frame for implementing this communication strategy is five years (2016–2020). It deals with key advocacy and information education communication (IEC)/behavioural change communication (BCC) issues, objectives and activities; the key target audience; and key messages developed to reach the various audiences and selected channels of communication. It also contains a detailed action plan, time frame and budget for the implementation of the strategy, differentiated for each target group. A Monitoring and Evaluation (M&E) plan was also designed to evaluate the success or failure of the communication strategy after implementation.

#### **2.4.2.8.9.1 Develop LITS branding logo**

During the reporting quarter, the LITS branding log was developed. The branding logo was reviewed and commented on at the LITS Working Group meetings. This brand logo will be repeatedly communicated, in multiple ways, with frequency and consistency throughout the life of the piloting and beyond to create a strong brand identity.

## STRATEGY 3 - INSTITUTIONAL COORDINATION AMONG STAKEHOLDERS

In this reporting quarter, the AGP-LMD Addis attended the AGP JIRS meetings and field visits at the federal and regional level. The LMD capacity building advisor participated in the AGP capacity building taskforce meetings on Feb 23, 2016. The taskforce discussed the AGP capacity development guidelines and knowledge management strategy documents. These documents are to be used during the implementation of the AGPII. All AGP-affiliated projects will be required to use the AGP capacity development guidelines and knowledge management strategy during the life of the project.

### **Participate in the crop livestock TC meetings at the federal level**

LMD supported the MoLF in holding the first livestock TC meeting on Jan 29, 2016. The meeting was chaired by MoLF State Minister Dr. Misrak Mekonene. At the meeting, the TC and Task Forces were reorganized to mirror the institutional arrangement of the new MoLF.

The second Animal Health and Feed Control (AH&FC) Taskforce meeting was held on March 04, 2016 at the MoANR meeting hall. Participants discussed and agreed on the draft TOR for the taskforce and the membership, and prepared an action plan for the AH&FC Taskforce

## STRATEGY 4 - APPLIED RESEARCH FOR DEVELOPMENT

### **2.4.4.1 Commission CBAs on selected topics to provide evidence for the BEE**

The CBA's are under way and a preliminary meeting was held with the consulting firm on the scope of the assignment and expected outputs. The cost-benefit analysis (CBA) study involving eight policy areas is expected to strengthen evidence-based advocacy and lobbying for policy change. The results of CBA are expected to lead to informed decision-making on the above policy propositions and practical actions.

### **2.4.4.2 Commission an assessment of ongoing activities related to biosafety and biosecurity to identify gaps**

The assignment will start on April 3, 2016. Arrangements are underway with the MoLF for the biosecurity consultant's field visits. The MoLF has assigned two experts to serve as counterparts for the consultant.

### **2.4.4.4 Prepare policy briefs in collaboration with the MoA**

During the quarter, one policy brief was prepared to inform policy reform. The policy brief is on public-private partnership in livestock services. The draft brief will be submitted for MoLF for review and approval.

**IR3: IMPROVED QUALITY AND DIVERSITY OF HOUSEHOLD DIET THROUGH INTAKE OF LIVESTOCK PRODUCTS**  
**COMPONENT 5: ENHANCE THE NUTRITIONAL STATUS OF RURAL HOUSEHOLDS**

To alleviate the burden of chronic malnutrition among the target community, AGP-LMD has been implementing maternal infant and young child feeding (IYCF) social behavioral change (SBC) intervention in the ten deep investment woredas of four agrarian regions: Oromia, Amhara, SNNPR and Tigray.

**STRATEGY I – BEHAVIOURAL CHANGE COMMUNICATION**

**3.5.1.4 Conduct biannual nutrition education and cooking demonstration focusing on livestock products (care group level)**

During the reporting quarter, 90 mothers (Bahir Dar, 27; Metema, 30; Dejen, 33) who use appropriate child feeding practices were identified and will be used as role models to others. The identification of the mothers was facilitated by 16 staff members from different offices (woreda health offices, health centers, health posts, IPs (ORDA) and women’s affairs). The identified role-models shared their experiences with 1,050 Care Group (CG) members during monthly CG discussions.

**3.5.1.6 Reach farmers/livestock owners with SBC messaging through AEW /Development Agents (DAs) s in 50% of the kebeles per woreda**

During the reporting quarter, AEWs reached farmers in Amhara and Tigray regions with SBC messages on maternal and child nutrition. In January 2016, 904 farmers (529 female) in Humera woreda, Tigray were reached, and in March 2016, 3025 farmers (861 female) in Metema woreda, Amhara were reached. The messages focused on dietary diversity, complementary feeding, and maternal feeding during pregnancy and lactation.

**Table 8: Number of farmers reached with SBC messages in Tigray and Amhara**

S/N	Woreda	# of Sessions	# of Participants			# of Children under 5		
			M	F	T	M	F	T
1	Amhara	12	2164	861	3025	680	484	1164
2	Tigray	7	375	529	904	0	97	97
3	Total	7	2539	1390	3929	680	581	1261

### **3.5.1.9 Bi-annual campaigns and community events to raise community awareness on safe milk/meat consumption**

During the reporting quarter, one food demonstration session was conducted in Humera woreda, Tigray region. There was a total of 314 participants (18 pregnant women, 155 women who have children under 5, and 141 other CG mothers). The participants discussed FADUA (Frequency, Amount, Density, Utilization and Active feeding). Some of the more specific topics included extended breastfeeding, timely starting of complementary feeding, preparation of nutritious porridge with appropriate proportions of cereals and legumes, dietary diversity, and hygienic food handling. During the cooking demonstration, the women actively participated in the preparation of different types of dishes made from various ingredients. After the demonstration, participants gave the cooked food to their children.

### **3.5.1.12 1-day training to religious leaders and influential on how to use gathers to promote the importance of nutritional well-being of children/mothers**

Working with religious leaders is vital to bringing SBC on maternal and child nutrition to the community, as they are highly respected and influential within the community. In January 2016, a one-day training was conducted for 79 religious leaders in the three intervention woredas of Amhara region: Dejen (January 25), Bahir Dar (January 27) and Metema (January 28). The training addressed the following issues:

- Why the training is given to religious leaders
- What “1000 days” means
- What “stunting” means
- The causes of stunting
- How stunting can be prevented



Photo 13: Religious leaders at the one-day training.

## **AGP-LMD Impact Spotlight**

AGP-LMD has been working in 10 deep nutrition intervention woredas in Amhara, Oromia and SNNPR, training the community on how they can incorporate livestock products into the nutritional portion of the program. In the past three and half years, LMD has trained more than 118,000 women (lactating and pregnant women and their husbands) through employing care group models and development agents. An Impact Assessment (knowledge, attitude and practice) was produced in February 2016 to showcase lessons learned in targeted communities and to see behavioral changes and which of the nutrition behaviors were applied.

The five key nutrition questions conveyed to the community were:

1. What proportion of women applied exclusive breast feeding for the first six months?
2. What proportion of women continued breast feeding of children up to 2 years of age?
3. What proportion of women started supplemental feeding from six months of child age (includes cereals, pulses, vegetables, fruits and livestock products)?
4. What proportion of women do feed first milk (colostrum) within 1 hour after delivery?
5. What proportion of women do apply 1000 days?

The assessment included two focus group discussions in each woreda (nine) with 298 women participating in total. Key findings include the following:

- The graph above indicated that 70% of women applied exclusive breast feeding, 73% of them continue breast feeding children up to 2 years of age, 69% of the women give complementary feeding (balanced diet) to their children from 6 months of child age as a result of AGP-LMD trainings, 69% of the women do feed colostrum (first milk) to their new born child, and 58% of mothers apply the combined practices of exclusive breast feeding until 6 months; continuation of breast feeding until 2 years of age, timely introduction of complementary feeding and maternal feeding during pregnancy and lactation. AGP-LMD is hugely contributing to these changes in nutrition behaviors among women and is complementary to USAID's ENGINE project which also works in same woredas and kebeles. The approach of AGP-LMD and ENGINE vary. AGP-LMD is using a care group approach by capacitating the existing government health extension workers and health development army structure in order for the information to reach a wider community while ENGINE is focusing on health centers and health professionals to reach its target population through them.
- There are visible differences amongst women in different regions on their physical condition. Oromia and SNNPR women and children are well-fed while Amhara children are not well-fed even in higher productive woredas like Dejen. This can be attributed to regional differences in social structure and family dynamics that affect maternal and child nutrition and health.
- Overall, there are real positive changes in community practice as a result of the five nutrition trainings, as the KAP assessment discovered when comparing the knowledge and practice five years ago (before AGP-LMD intervention) and now.

### **STRATEGY 3 - INFLUENCING THE ENABLING ENVIRONMENT AT THE PROGRAM AND SERVICE DELIVERY LEVEL**

#### **3.5.3.1 Joint quarterly supportive supervision and review meetings with IPs and woreda staff**

During the reporting quarter, the third quarterly review meeting was conducted with woreda health offices and HEWs from Bahir Dar, Dejen and Metema woredas of Amhara region. The meeting was facilitated by ORDA-LMD project staff and chaired by the head of the woreda health office. A total of 70 (60 female) HEWs, health extension supervisors and woreda health office staff members attended the meeting.

The main objectives of the review meeting were 1) to discuss the accomplishment of activities in the quarter and 2) to discuss the successes and challenges involved in the CG model implementation, and the way forward.

### **SBC Materials Pretesting Report**

In March 2016, the design and translation of nutrition SBC materials was finalized, and the materials were tested. The pretest was carried out among four key population groups – pregnant women, mothers of children under two, fathers of children under two, and people living with HIV (PLWHA) – in four selected project woredas: Limu Bibilo (Oromia), Azernet Berbere (SNNPR), Dejen (Amhara), and Humera (Tigray).

The main objective of the pretesting exercise was to ensure the appropriateness, relevance and acceptability of the newly developed SBC materials. The pretesting employed various qualitative methods to collect information. The methods of data collection used were as follows:

**In-depth Interviews:** Interviews were conducted with pregnant women and mothers of children under two years. These interviews were done using interview guides prepared for the respective target groups. In-depth interviews were used to elicit detailed responses on the participants' knowledge, experience and opinions regarding the developed SBC messages.

**Focus Group Discussions:** Three focus group discussions were held to collect data from mothers and fathers of children under two years, and PLWHA, in the selected woredas.

The pretesting of SBC materials gathered relevant information that will help to sharpen the messages, as well as the materials to be developed. Currently, the SBC designers are incorporating feedback from the pretesting into the materials.

## STRATEGY 4 – HIV/AIDS AND PEPFAR WRAP-AROUND ACTIVITIES

The HIV/AIDS wrap-around activities of the AGP-LMD project focus on improving the economic and nutritional status of HIV/AIDS-affected households by linking PLWHA with economic strengthening activities. The core activities accomplished in this reporting quarter include TOT training on community-level Saving and Credit Group (SCG) formation and fund management, as well as business selection, planning and management for woreda HIV and Nutrition facilitators and technical teams. In addition, to enhance their performance, regular follow-ups and onsite support were also given to existing SCGs in each project woreda.

### **3.5.4.2.2. Provide TOT training on SCG formation and fund management**

A four-day TOT training on SCG formation and loan management was provided to 15 newly employed staff members (woreda IPs and woreda technical teams) from Amhara and Tigray regions. The main objective of this training was to enable the participants to 1) understand the general principles and benefits of saving in a group; 2) acquire the skills and knowledge to create and support community-based savings and credit groups; and 3) cascade the same training to PLHIV enrolled in economic strengthening (ES) intervention. The training was given by LMD project staff and delivered through presentations, group work and exercises. At the end of training, participants were evaluated, and were confirmed as being capable of providing close support to the existing SCGs and delivering the same training to others.

#### **3.5.4.2.1 SPM TOT training for woreda IPs and technical persons**

From March 20-24, 2016, a five-day TOT training on business selection, planning and management training was given to 15 participants from Amhara and Tigray ES intervention woredas. The purpose of the TOT training was to enable IP technical teams to deliver and cascade the same training to matured SCG group members and to support beneficiary targets at the community level in creating viable micro-enterprises.

The training was very participatory, with various exercises, brainstorming sessions, and small and large group discussions. There was also a field-level market assessment and presentations.

To assess the participants' knowledge, experience and previous exposure to similar trainings, a pretest was given prior to the commencement of main part of the training. The average score on the pretest was 55% (with 75% and 40% being the highest and lowest scores respectively). To measure the impact of the training, a post-test was given at the end of the training. The average score on the post-test was 73.5% (with 90% and 55% being the highest and lowest scores respectively). The results indicate that the TOT participants have acquired the necessary knowledge on micro-enterprise selection, planning and management, and are capable of providing support for micro-enterprises and delivering similar trainings at the community level for the target beneficiaries in the project interventions woredas.

#### **3.5.4.4 Matching fund and grant transfer and 3.5.4.4.1 Grant support for eligible saving groups ready to start micro-enterprises**

For PLHWA savings groups \$200,000 will be utilized for in-kind grant support. Another \$300,000 is available in the form of matching grants for PLWHA working in viable commercial livestock or poultry enterprises.

With regard to the in-kind grant support, the saving groups initially requested many items that are difficult to procure, distribute and/or monitor. The request lists have been revised and grouped into four categories (shoat, chicken, animal feed, and grains and seeds) with a total of 9 items SCGs can select from. The approval request is in process. The distribution is expected to commence in the coming two reporting months.

Similarly, the grants for PLWHA interested in working at viable commercial livestock or poultry enterprises are also in process. We have received about 38 proposals from potential applicants. The ad-hoc committee has reviewed the applications and selected about 25 applicants for the grants. These applications have been approved and the grantees and sites currently being assessed on their viability.

#### **3.5.4.6.2. Follow up on and support SCGs**

In this reporting quarter, all 91 existing SCGs were visited. The SCGs received close technical support from woreda HIV and nutrition focal persons and woreda technical teams. In this reporting quarter, support was given through 167 visits (66 in Oromia, 46 in Amhara, 36 in SNNPR and 19 in Tigray). In total, the savings groups have mobilized 683,573 birr, and 583 members accessed internal loans from their groups to start and expand their businesses.

It has been observed that close support and follow-up of SCGs improves their performance and ensures that SCG group members focus on the objectives of ES intervention.

**Table 9: Core profiles of existing SCGs in all regions**

Region	Project woreda	# of SCGs created	Group members			Cumulative savings	Loan disbursed	# of members receiving loans
			M	F	T			
						ETB	ETB	
Amhara	Dejene	9	32	89	121	77,300	69,070	68
	Bahir dar	13	82	110	192	102,000	84,340	89
	Metema	17	32	78	110	90,862	74,560	82
Oromia	Lume	5	26	52	78	58,346	50,300	46
	Lemubil	7	43	61	104	55,373	48,200	51
	Ambo	9	25	90	115	69,331	63,300	55
	GirarJarso	9	30	70	100	68,017	63800	62
SNNPR	Wondo	9	31	81	112	56,150	50,000	51
	Azernet	5	20	55	75	45,200	39,150	37
Tigray	Humera	8	34	95	129	60,994	46,600	42
<b>Total</b>		<b>91</b>	<b>355</b>	<b>781</b>	<b>1136</b>	<b>683,573</b>	<b>589,320</b>	<b>583</b>

## CROSS CUTTING ISSUES

### NATURAL RESOURCE AND ENVIRONMENTAL MANAGEMENT

Due to the resignation of the natural resource and environmental management advisor in January, no specific environment work plan activities were undertaken in the quarter. The recruitment process is in its final stages and it is expected the work plan implementation will start again from May 2106.

Due to the importance of environmental compliance of grants implementation, AGP-LMD contracted one of its local STTA pool environmental experts to follow up on the EMMPs the grantees have to implement to remain eligible to receiving the AGP-LMD grant.

### INFORMATION COMMUNICATION TECHNOLOGY

#### **1.1 Develop nutrition-oriented content (messages) based on identified nutrition-oriented topics from LMD's IR3 component**

In the reporting quarter, AGP-LMD finalized and shared the dairy and MLA IVR-based contents with the ATA and MoLF for approval. The ATA's livestock directorate has reviewed the documents and endorsed their translation into major local languages and their uploading into the system. However, it took more time than expected for the MoLF to endorse the final version. As a result, the process of integrating the livestock content into the IVR system took more time.

#### **4.1 Implementation of Content Management System for identified dairy processors, AI service providers and the Council of Islamic Affairs**

The development of Content Management Systems (for Rut and Hirut Dairy PLC. (<http://www.rut-hirutdairy.com/>), Emebet and Her Children Dairy PLC. (<http://www.emebetdairy.com/>), ALPPIS AI service provider (<http://www.alppis.com/>), and Oromia Islamic Affairs for halal slaughtering (<http://www.halalethioipia.com/>)) is complete. As planned, the remaining four Content Management Systems (for Almi Dairy, Etete Dairy, Family Dairy and the Ethiopian Meat and Dairy Industry Development Institute) will be finalized by June 2016. In this assignment, the major challenge was the lack of well-organized information about the companies.

#### **4.3 Pilot online HACCP documentation system for certified abattoirs**

The LMD ICT team completed and hosted the web-based Hazard Analysis and Critical Control Point documentation system for Mojo Modern Meat Export Abattoir (<http://haccpmojomodern.com/dashboard>). The system captures information about quality meat production based on four identified critical control points during the slaughtering of animals inside the abattoir: trimming, acid spray, freezing and stockinet sterilization. Different user types (the system administrator in the abattoir, animal health inspectors from the MoLF and buyers) and access privileges were created.

## **5.1 Customize software to strengthen business operations of dairy businesses to increase market linkages**

AGP-LMD completed the SOW for the piloting of a web-based milk collection platform at Selale Dairy Union. The platform is expected to capture information about the quality and quantity of milk collected, including information about the transactions that happen in every delivery.

ANNEX I: GRANTS PROGRESS MONITORING

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
Dairy (29)	Almi Dairy Processing	<p><b>M3:</b> Vehicle and dairy equipment has been purchased and delivered to Grantee: a total of 35 50-liter milk cans, 1 lacto scan and 30 40-liter milk cans have been purchased. In Bulk Purchase #1, 5 x 1000 liter chillers and 1 lacto scan will be purchased.</p> <p>Grant modification to extend completion date has been drafted.</p> <p>Site visited by USAID's AAIF project team and PFS technical assistance plan being developed.</p>
	Project Mercy	<p>Procurement expected to be finalized before the end of January 2016. Selection memo has been prepared and it is expected that procurement will be completed on schedule. A grant modification with new milestone deadlines has been signed by CNFA Home Office (HO).</p> <p>Grantee is nearing final milestone.</p>
	Anno Agro Industry PLC	<p>Pro-forma collected for equipment such as pipefittings, generator, water pumps and bailer. Liquid nitrogen containers (35 and 5 liters) have been purchased. Need to change vehicle supply vendor to allow grantee to remain within budget.</p> <p>Grant modification has been approved by CNFA HO and returned for grantee counter-signature.</p> <p><b>M5:</b> Grantee started sinking the bore hole which is a pre-condition to handover of LN containers, chilling tank, motor bikes, pumps, generator, etc</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
	<p>Elemtu Integrated Milk Industry Share Company</p>	<p>Environmental inspection revealed deficiencies outside EMMP. LMD is waiting for the grantee to make progress with the EMMP implementation before an order for equipment will be placed. If acceptable, the grants agreement will be modified according to the revised schedule.</p> <p>LMD has engaged an Environmental Expert to review the present situation.</p>
	<p>Evergreen Integrated Milk Production and Processing</p>	<p>Dairy testing and milking equipment has been purchased and delivered to Grantee.</p> <p>LMD has assisted Evergreen in petitioning for electrical supply through regional government. Grantee has been forced to purchase own transformer. Regional electrical authorities have given Evergreen a date for power connection. The plant will then be commissioned.</p> <p><b>M8:</b> Grantee to verify use of handed-over equipment.</p> <p>Grant modification has been fully executed.</p>
	<p>Gobe Improved Heifer Multiplication and Integrated Agro Business Company</p>	<p>Equipment procured, vehicle has been purchased and delivered to Grantee.</p> <p>Bid announced for feed machinery evaluation for the upcoming renovation.</p> <p>Communication continues with vendor for the bulk purchase.</p> <p><b>M5:</b> Grantee to prepare facilities prior to receiving additional equipment.</p> <p>Modification of grant agreement has been fully executed.</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
	Life Agro Industry	<p>A 40% down payment on Animal Feed Processing Machine has been made.</p> <p>Payment request for feed machinery has been submitted to CNFA HQ based on milestone achievement. Pro-formas collected for the remaining equipment such as cheese vat, cream separator, etc.</p> <p>Collaboration with AAIF project started.</p> <p><b>M4:</b> Account Manager to provide written hygiene protocols to Grantee. Account Manager received verbal confirmation from Life Agro Manager that improvements in hygiene have been implemented. The Account Manager is preparing written protocols on hygiene in Amharic to be posted in the processing plant.</p>
	Yakla Milk and Milk Products Trade Private Enterprise (Yakla)	<p>Purchase Order and Purchase Request approved for bulk order equipment. Grantee preparing specifications for additional equipment.</p> <p>Bulk Purchase 2: Animal feed processing machinery to be procured; 60% will be paid by LMD.</p> <p><b>M3:</b> Grantee to complete new processing facility prior to receiving equipment..</p> <p>Grant modification extending the grant period has been fully executed.</p>
	Martha Kassa Milk and Milk Products Shop	<p>Pro-formas collected for ghee machinery and milk-processing equipment. Competitive analysis completed, vendor selection made and procurement underway.</p> <p>Site visit by LMD Environmental Officer and Program Officer has been made and modifications (septic tank installation) agreed on. <b>M3:</b> LMD to hand over new equipment.</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
	Kal-Mer Dairy & Milk Processing Enterprise (KM-DMPE)	<p>Kal-Mer has secured the new site, but has not yet received the equipment through the Regional Government. LMD will only order equipment when the grantee's contribution is secured. This will be a go/no-go moment for the grant. Need confirmation letter from the regional government office that explains the status of their procurement.</p> <p>Kal-Mer, together with the LMD Program Officer, met with Regional GoE officials, who explained the delay in procuring the equipment promised from their side. They state they are working on the procurement and have formally communicated this in a letter to Kal-Mer. LMD has requested a copy of the letter for its files. <b>M5:</b> LMD handover of procured items (presuming GoE commitment met).</p>
	Emebet and Her Children Milk & Milk Products PLC	<p>Grantee has secured the new site and will now proceed with construction on the new site. LMD will revise the grants agreement, taking into account the new site.</p> <p><b>M4:</b> Grantee to prepare new processing facility prior to handover of equipment.</p>
	Harme	<p><b>M4:</b> Grantee has prepared specifications for five additional laboratory items and is collecting quotations. Account Manager to verify recruitment of new staff. Also EMMR to be submitted.</p>
	Ada'a Dairy Cooperative	<p>Specifications of vehicle signed and submitted to LMD. PO prepared and Request for Quotation (RFQ) released. Supplier has been identified.</p> <p><b>M4:</b> Grantee to provide third-party verification of contribution of existing facilities and equipment. <b>M5:</b> Grantee verification of cold store room construction.</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
	Abeynesh Gizaw	<p>Equipment specifications received, quotations solicited and evaluated, and selection process completed. PO approved and equipment under procurement.</p> <p>Septic tank constructed and approved by LMD Environmental Officer. US flag carrier waiver approval required from USAID. Freight forwarder requested to seek alternative shipper. <b>M4:</b> Facilities prepared for installation of new equipment.</p>
	Serk Addis Dairy	<p>US flag carrier waiver approval required from USAID. <b>M5:</b> Grantee to prepare facilities to receive equipment; implement Quality-Based Payment System.</p> <p>Modification of grant agreement has been approved by CNFA HO and returned for grantee counter-signature.</p>
	Azu Dairy Farm	<p><b>M6:</b> Grantee to complete cheese processing facility in preparation to receive new equipment.</p> <p>Cheese-processing facility is virtually complete and ready for installation of new equipment.</p>
	Tigray Multipurpose Marketing Federation	<p><b>M5:</b> Grantee is to fulfill cost share for purchase of cheese unit, small generator and quality lab testing equipment. LMD will then hand over vehicle, chilling tank, big generator, other processing equipment, etc</p> <p>Grant agreement has been fully executed.</p>
	Yetnora Dairy Farmers Cooperative Union (FCU) in Gojam	<p><b>M7:</b> Grantee to finalize and publish bid document for construction of the new processing plant.</p> <p>LMD has offered the Coop support with the bidding and procurement process by funding the employment of a qualified consultant who could assist in preparing the necessary documentation and specifications.</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
	Bokra Farmers' Cooperative Union	<p>Equipment needs specified, quotations obtained and suppliers identified.</p> <p><b>M6:</b> Grantee to furnish third-party verification of existing contribution.</p> <p>Grant agreement has been fully executed.</p>
	Biftu Berga Dairy Cooperative	<p>Grant agreement fully signed and executed by CNFA HO.</p> <p>Third party valuation of fixed assets completed. Equipment needs have now been specified and submitted to LMD Procurement Section for processing.</p> <p>Training on Cooperative Management/Leadership completed.</p> <p>LMD Dairy Team is prepared to conduct training when security situation allows. Deadline: pending. Similarly, EMMP field visit is pending security clearance. LMD Dairy Team is rescheduling farmer training in the area. <b>M5:</b> Grantee to install boiler and water tank line and supply verification.</p>
	Bahir Dar Dairy Cooperative	<p><b>M5:</b> Grantee required to complete construction of chilling and generator rooms, renovation of sales points and water tank stand. Verify purchase of 33 milk cans for members.</p> <p><b>M6:</b> Verify recruitment and hiring of new staff.</p> <p>Construction of chilling and generator rooms is nearing completion. Staff recruitment completed and new staff employed.</p>
	Selale Dairy Cooperative Union	<p>Equipment needs have been specified and submitted to LMD Procurement Section for processing. Display refrigerators, milk tank and other small equipment under Bulk Procurement.</p>

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
		<p><b>M4:</b> Grantee to furnish third-party verification of existing vehicle and equipment.</p> <p><b>M5:</b> Grantee to provide remaining confirmation letter or agreements for kiosk sites and supermarkets.</p>
	Dambali Dairy Farm (Dr. Alemtsehay)	<p>Equipment specifications have been obtained.</p> <p>LMD has consulted with the Grantee on possible Business Management Advisor candidates. Grantee must now make her selection and contact the candidates. Technical specifications have been developed by the consulting engineer; the Grantee only needs to sign and stamp them to permit RFQ preparation.</p>
	Jantekel Dairy Development Marketing Cooperative Union Limited	<p><b>M7:</b> Grantee to finalize design and bill of quantity for processing plant for tendering.</p> <p>LMD has offered the Coop support with the bidding and procurement process by funding the employment of a qualified consultant who could assist in preparing the necessary documentation and specifications.</p>
	Zewdie Cattle Breeding and Forage Production	<p><b>M4:</b> LMD to complete farmer training on dairy management and production.</p>
	Angolola Primary Dairy Cooperatives	<p>Equipment needs have been specified, quotations obtained and suppliers identified. Grantee has accomplished the first two milestones, assessment for technical support is done, and they have verified their contribution for existing assets by a third-party auditor. Based on the milestones agreed, they have asked LMD to procure milk chilling tank and generator.</p> <p><b>M4:</b> Grantee to build chilling room, milk can cleaning and drying room, renovate septic tank.</p>
	Rut and Hirut Milk Cow Breeding, Dairy Production and	<p>Consultant has assisted grantee to draft technical specifications for equipment to be procured under the grant. Grantee is also proceeding with obtaining her</p>

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
	Processing Plc	commercial bank loan using LMD grant as leverage.
	Hirut Dairy Products Distributor (HDPD)	Third party valuation of fixed assets completed. Equipment needs have been specified and submitted to LMD procurement section. Procurement is under process.
	Tsige Milk Production and Processing	Third party valuation of fixed assets completed. Equipment specified, quotations obtained, suppliers identified and now under procurement. Milestones have been prepared and signed by respective parties. Grant agreement sent to CNFA HO for approval.  <b>M4:</b> Complete new facility for housing the yogurt and cheese-making equipment.
MLA (8)	Yakalaget Export/Import PLC Mobile Abattoir Establishment	<b>M5:</b> LMD to finalize purchase of equipment.  The Grantee has presented a new invoice and based on this, the process for purchasing a vehicle has been initiated. The Grantee originally was asked to purchase a 2014/15 model. However, it was felt that a vehicle manufactured in previous years might not be available and thus the grantee agreed to change to 2015/2016.
	Dr. Amsalu Mobile Butcher (DOT Net)	Specialized truck arrived in Ethiopia, has been cleared through customs and is now in the possession of LMD. Grantee deposited his cost share and transfer of ownership is in process.  <b>M6:</b> Grantee in receipt of truck and business initiated.
	S&S Farms PLC	<b>M3:</b> Procurement process started. Specifications have been reviewed and new vendor to be identified. Follow up meeting was conducted with S&S. S&S cold truck and abattoir equipment purchase is in process.

Grants Under Implementation		
VC Focus	Grant	Update from Account Manager
	Guguftu Sheep Breeding Center PLC	Specifications for items to be purchased have been collected. RFQ completed and presented to Procurement.
	Siket Cattle Fattening Women Cooperative	LMD team has identified equipment needed; Grantee collecting quotations. Construction of feedlot site is completed.
	Aberash Workneh	ToT training undertaken. Workers recruited and calves purchased.  Equipment specifications and pro-formas have been submitted to LMD and are under process.
	Abergelle International Livestock Development PLC	Construction of feedlot site is completed.
	Egna Legna Fattening and Dairy Cattle Enterprise	<b>M5:</b> Grantee working on acquiring their equity share, including finance from Omo Finance.  <b>M7:</b> Verify construction of new barn.
Input Suppliers(4)	Addis Livestock Production and Productivity Improvement Service (ALPPIS)	Semen imported from U.S. and Israel in three rounds. Close out verification done by account manager: ALPPIS activities in Addis Ababa, Bahir Dar, Gondar, Hawassa, Sellale, Mekelle and Adigudom visited. Initial results appear impressive.  Grant will now be closed out.
	Ethio-Feed PLC (Feed Expansion project)	<b>M5:</b> Grantee to conduct demonstrations for farmers.  Presently there is a shortage of feed supplies, which is hindering organization of farmer training. Ethio-Feed is attempting to source the ingredients needed and will then proceed with training.  Ethio-Feed Wonji site was visited, and this youth group

## Grants Under Implementation

VC Focus	Grant	Update from Account Manager
		business is going very well. Since they have reestablished in a new form, hands-on skill training is planned for them for next month.
	GUTS Agro Industry PLC	Ongoing: The machine is loaded and bound for Addis from Djibouti and expected to arrive in April. <b>M5:</b> Equipment to be installed, commissioned and operations begun.
	Bizunesh Animal Husbandry	<b>M4:</b> Grantee to complete storage facilities. LMD to complete dairy management training.
Financial (1)	Kifiya Financial Technology PLC	<b>M4:</b> January 1, 2016: Implementation of mobile and biometric device, network linkage. GPRS & SIM completed.  This LMD grant will start the close out.



IR 1 - Increase Productivity and Competitiveness of Selected Livestock Value Chains																				
Component 2 - Improve the Productivity and Competitiveness of Livestock Value Chains ---DAIRY VALUE CHAIN																				
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)			
			Gender		Total	Total	Gender			Q1		Q2		Q3		Q4		Gender		Total
			M	F		M	F	J	A	S	O	N	D	J	F	M	A	M	J	M
<b>1.2.1 (IR1 - Component 2 - Strategy 1) - Link Value Chain Actors to Input and Service Providers</b>																				
1.2.1.1	Organize business meetings between value chain actors and input suppliers and service providers - (Local/ International Companies) / Conduct B2B meetings in different wordedas in the form of tours	#meetings	-	-	3	21	-	-										-	-	3
1.2.1.2	Input suppliers profile/directory distribution	# directory distributed	-	-	0	15,000	-	-										-	-	0
<b>1.2.2 (IR1 - Component 2 - Strategy 2) - Establish and Strengthen Input Suppliers and Service Providers</b>																				
1.2.2.1	Strengthen existing input and service providers through training & technical assistance (Private, Public or Cooperative)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.2.1.1	Artificial Inseminators	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0
1.2.2.1.1.1	Private technicians (new AI training) (Grantee Focus)	# technicians	0	0	0	42	30	12										0	0	0
1.2.2.1.1.2	Private AI technicians (refresher AI training) (Grantee Focus)	# technicians	0	0	0	58	41	17										0	0	0
1.2.2.1.1.3	Private AI technicians (Business management training) (Grantee Focus)	# technicians	0	0	0	100	71	29										0	0	0
1.2.2.1.1.4	Public AI technicians (technical refresher)	# technicians	0	0	0	190	170	20										117	5	122
1.2.2.2	Provide technical and marketing assistance for milk outlets/shops and distributors to promote food safety, quality, improved management and improved access for the poor. (marketing and product handling)	# milk shops	0	0	0	100	-	-										0	0	0
<b>1.2.3 (IR 1 - Component 2 - Strategy 3) - Improve Livestock Management</b>																				
1.2.3.1	Conduct dairy management training and TA to FBO/ Cooperatives, CIGS, Producer Groups, DAs, etc.	-	205	121	326	-	-	-	-	-	-	-	-	-	-	-	-	205	121	326
1.2.3.1.1	Provide new/refresher training on dairy management to new & previously trained ToTs	# trainees	0	0	0	30	20	10										78	3	81
1.2.3.1.2	Conduct need based training to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Commercial Dairy Farm Operators, and Technical Farm Advisors.	# trainees	23	2	25	3000	2000	1000										23	2	25
1.2.3.1.3	Provide TA in the form of field days and other short-term assistance to FBO/ Cooperatives, CIGS, Producer Groups, DAs, Commercial Dairy Farm Operators, and Technical Farm Advisors.	# participants	0	0	0	3000	2000	1000										47	12	59
1.2.3.1.4	Conduct in-country study tours for selected FBO/ Cooperatives, CIGS, Producer Groups, DAs, Commercial Dairy Farm Operators, and others trained in strategy 3 (2 - In-Region, one-Out of Region)	# tours	0	0	0	12	-	-										0	0	2
1.2.3.2	Distribution of audiovisual materials on selected topics in dairy management (prevention of mastitis, milk fever, feeding, colostrum feeding, heat detection, milk hygien, etc.)	# people reached	0	0	0	2000	1400	600										0	0	0
1.2.3.3	Radio production on some important dairy management aspects/Conduct FGD and feedbacks after the program		0	0	0													0	0	0
<b>1.2.4 (IR 1 - Component 2 - Strategy 4) - Improve Post-production Relationships, Efficiencies, and Quality</b>																				
1.2.4.1	Support the introduction and expansion of quality-based payment systems for raw material suppliers (via analysis & farmer training)	# businesses	0	0	0	14	-	-										0	0	0
1.2.4.2	Collaborative multi-institutional evaluation of milk safety risks and development of mitigation strategies/interventions	# meetings	0	0	0	3	-	-										0	0	0
1.2.4.3	Support aggregators and traders to serve as effective marketing agents for producers	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.4.3.1	Private milk technicians (Milk chilling center management) (for Grantees only)	# technicians	0	0	0	100	60	40										0	0	0
1.2.4.3.2	Private milk technicians (Business management training) (for Grantees only)	# technicians	0	0	0	100	60	40										0	0	0
1.2.4.3.3	Organizing workshop on Chilling centers service provision	# meetings	0	0	0	4	-	-										0	0	0
1.2.4.4	Conduct training for milk collection & dairy processing equipment operation and maintenance	# trained	0	0	0	40	-	-										0	0	0
1.2.4.5	Mentoring/Coaching	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.4.5.1	Followup Mentoring/Coaching commercial dairy farms, feed producers, milk suppliers, etc. (grantees)	# businesses	0	0	0	28	-	-										0	0	8
1.2.4.5.2	Followup Mentoring/Coaching commercial dairy farms, feed producers, milk suppliers, etc. (non grantees)	# businesses	0	0	0	85	-	-										0	0	6
1.2.4.6	Conduct customized TA including introducing new technology (technical skills on cheese, yoghurt, ice cream, ESL UHT, packaging, value addition, SOP, quality standard familiarization training, etc), equipment operation, set-up and maintenance, by-product development, etc.	# businesses	0	0	0	88	-	-										0	0	0
1.2.4.7	Organize international study tours on private AI service provision and private milk chilling center managements	# of tours	0	0	0	2	-	-										0	0	0
<b>1.2.5 (IR 1 - Component 2 - Strategy 5) - Market Expansion</b>																				
1.2.5.1	Support participation of businesses in domestic trade fairs to identify new customers (support may include sponsorship, asst. to produce marketing materials, related training, etc.) / One Federal and 4 regional trade fairs/	# Trade fair participated	0	0	0	5	-	-										0	0	0
1.2.5.2	Organize School Milk Day events	# events	0	0	0	4	-	-										0	0	0
1.2.5.3	Organized World Milk Day events	# events	0	0	0	4	-	-										0	0	0
1.2.5.4	Development of MSME Strategy	#strategy	0	0	0	1	NA	NA										0	0	0
1.2.5.5	Development of Bio-Safety Strategy (Aflatoxin)	#strategy	0	0	0	1	NA	NA										0	0	0

IR 1 - Increase Productivity and Competitiveness of Selected Livestock Value Chains																					
Component 2 - Improve the Productivity and Competitiveness of Livestock Value Chains ----- MLA VALUE CHAIN																					
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)				
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total		
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M	J
<b>1.2.1 (IR1 - Component 2 - Strategy 1) - Link Value Chain Actors to Input and Service Providers</b>																					
1.2.1.1	Organize business meetings between value chain actors and input suppliers and service providers (Local/International Companies) / Conduct B2B meetings in different woredas in the form of tours	#woredas	-	-	9	21	-	-											24	2	35
1.2.1.2	Input suppliers profile/directory distribution	# copies distributed	-	-	0	4000	-	-											-	-	0
<b>1.2.2 (IR1 - Component 2 - Strategy 2) - Establish and Strengthen Input Suppliers and Service Providers</b>																					
1.2.2.1	Strengthen input suppliers and service providers through training and technical assistance (MSME, Private, Public or Cooperative)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.2.1.1	Commercial feed processors	# trainees	0	0	0	80	50	30											58	19	77
1.2.2.1.2	Animal health service Public and Private, considering MSMEs	# trainees	24	3	27	655	504	151											162	56	218
1.2.2.1.3	Domestic abattoir and butchery (private, MSME, public)	# trainees	0	0	0	170	119	51											0	0	0
1.2.2.1.4	Organize and conduct international study tours with focus on input	# study tours	0	0	0	1	-	-											-	-	0
1.2.2.1.5	Follow up and coaching to input suppliers and service providers	# grantees	4	0	4	11	7	4											9	1	10
<b>1.2.3 (IR1 - Component 2 - Strategy 3) - Improve Livestock Management</b>																					
1.2.3.1	Conduct Livestock Management Training	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.3.1.1	Provide new/refresher training to new and previously trained ToTs (including forage production, backyard fattening, etc)	# trainees	48	10	58	60	40	20											76	13	89
1.2.3.1.2	Conduct training to cooperatives, MSMEs, producers, backyard fatteners, dairy, beef and feedlot operators	# trainees	76	0	76	3000	2000	1000											94	8	102
1.2.3.3	Provide TA in the form of field days and other short-term assistance to cooperatives, MSMEs, producers, backyard fatteners and feedlot operators	# participants	225	72	297	3000	2000	1000											784	285	1069
1.2.3.2	Conduct in-country study tours for selected MLA actors	# tours	0	0	0	8	NA	NA											0	0	0
1.2.3.3	Assist commercial/cooperative ranching	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1.2.3.3.1	Provide TA/training on breeding strategies, reproductive technologies, pasture/feed management, etc. for ranching	# enterprises	20	1	0	7	NA	NA											20	1	4
1.2.3.3.2	Provide TA/training on marketing, business operations and outgrower management	# enterprises	20	1	0	7	NA	NA											20	1	0
1.2.3.4	Finalize and disseminate audiovisual materials on selected topics in livestock management (examples: prevention of mastitis, feeding for high production, control of skin diseases etc.)	# people reached	0	0	0	1626	1138	488											0	0	0
1.2.3.5	Prepare and disseminate messages through regional radio programs, e.g. reducing young animal mortality, ectoparasite control, meat safety, etc.	#persons reached	0	0	0	20,000	NA	NA											0	0	0
<b>1.2.4 (IR1 - Component 2 - Strategy 4) - Improve Post-production Relationships, Efficiencies, and Quality</b>																					
1.2.4.1	Support the introduction and expansion of quality-based payment systems (Carcass based) for animal suppliers and abattoirs (via analysis & farmer training)	# businesses	-	-	0	4	-	-											-	-	0
1.2.4.2	Conduct quality-based payment system workshop for MLA value chain actors	#participants	0	0	0	60	40	20											46	0	46
1.2.4.3	Create awareness among traders to supply quality and healthy animals to domestic and export markets/proper animal transportation, animal welfare, feeding, etc.	# trainees	0	0	0	50	30	20											99	20	119
1.2.4.4	Special initiative for livestock auction development (via training and TA)	# auctions	-	-	0	2	-	-											-	-	1
1.2.4.5	Conduct customized business management training to domestic and export abattoirs and butcheries	# trainees	21	6	27	60	40	20											75	16	91
1.2.4.6	Conduct TA and training on effective meat by-products utilization and handling	# trainees	16	5	21	20	15	5											16	5	21
1.2.4.7	Organize and conduct international study tours with the focus on livestock auctions (MLA trip is intl trip #1 (TBD))	# of tours	-	-	0	1	-	-											-	-	0
1.2.4.8	Support businesses to become certified for quality assurance (HACCP and ISO)	# businesses	-	-	0	3	-	-											-	-	1
1.2.4.9	Develop strategies on safety of meat and meat products (mainly residue testing/bio-safety)	# businesses	-	-	0	TBD	TBD	TBD											-	-	0
1.2.4.10	Follow up and coaching of MLA actors (grantees focused)	# businesses	-	-	4	12	-	-											-	-	6
1.2.4.11	Conduct TA and training to airport meat handlers	#training	0	0	0	20	15	5											78	6	84
<b>1.2.5 (IR1 - Component 2 - Strategy 5) - Market Expansion</b>																					
1.2.5.1	Support participation of businesses in domestic trade fairs to identify new customers (support may include sponsorship, assistance to produce marketing materials, related training, etc.)	#enterprises who participate in domestic trade fairs	-	-	15	15	-	-											-	-	15
1.2.5.2	Support participation of VC businesses in Gulf Food Fair (JAE)	# participants	10	2	12	5	3	2											10	2	12
		#booths and promotional material kits	-	-	2	1	-	-											-	-	2
1.2.5.3	Conduct supply workshops targeting domestic and export markets	# participants	58	3	61	120	84	36											58	3	61
1.2.5.4	Development of MSME Strategy	#strategy	-	-	0	1	NA	NA											-	-	0

IR I - Increase Productivity and Competitiveness of Selected Livestock Value Chains																					
Component 3: Stimulate Investments and Access to Finance throughout the VC																					
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30, 2016)			PY 4 Implementation Schedule							Cumulative achievement (July 2015-March 2016)					
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total		
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M	J
<b>1.2.6 (IR I - Component 2 - Cross Cutting/Strategy #6- Strengthen FBOs and Sectoral Associations Working in the Livestock Value Chain)</b>																					
1.2.6.1	Follow-up and support Grantee coops to fulfill milestones within grant agreements for the success full operation of the business. (Milestones preparation, TA, BDS, Mentoring/Coaching/)	#Coops/Unions	0	0	14	18	-	-											0	0	40
1.2.6.2	Support the Improvement of governance management and Business operations of FBOs ( CIGs, MSEs, Coops,unions ) by organizing workshop, meeting and trainings.	#Union/Coops	0	0	0	40	-	-											0	0	0
1.2.6.2.1	Based on the Feed Back/ Gap assessment, Provide tailored Refresher training for those trained actors in 2014/5 on governance, leadership, management and Business operations to leaders and managers of FBOs ( CIGs, MSEs , Coops,unions ).( In coordination with PPVC .)	# trainees	0	0	0	400	280	120											111	37	148
1.2.6.2.2	Provide trainings or workshop and meeting to improve the marketing, purchasing sales, financial management, accounting/book keeping, etc to grantee management/leaders and staffs on business issues related to milk collection, bulking, transportation , Delivery, processing and distribution.	# trainees	0	0	0	240	65	43											0	0	0
1.2.6.2.3	Study tours to learn from better practices cooperatives, feed lots and adopt lessons learned (In coordination with PPVC.)	# trainees	0	0	0	200	140	60											0	0	0
1.2.6.2.4	Strengthen existing and assist the Development of new unions and Cooperatives in livestock sector( Dairy and MLA) by organizing and facilitating trainings or workshop and meetings.	#Unions/Coops	0	0	0	15	-	-											0	0	0
1.2.6.3	Support and Capacitate livestock marketing Coops and MSEs to form business relationship for livestock supply ( both domestic and Export Market) by organizing workshop, meeting and trainings.	#MSEs/Coops	0	0	12	16	-	-											0	0	16
1.2.6.3.1	Up-date and evaluate status of the Coops and MSEs working on MLA value chain.	#MSEs/Coops	0	0	0	8	-	-											0	0	0
1.2.6.3.2	Provide training or workshop and meeting to improve marketing ,purchasing sales, financial management, accounting/book keeping, etc to fattening Business operation of MLA Coops and MSEs. Facilitate and arrange a cooperative agreement for supply of MLA between coops/MSEs and domestic	#Trainee/member s/leaders	31	9	40	70	49	21											60	10	70
1.2.6.4	Strengthen existing and assist the development of new key sectoral associations to be a voice and platform for their members and address members issues, provide membership services on a sustainable basis (target associations include all sectoral associations) via and in coordination with MOA/MOL/MOT ( 3 Dairy, 3 MLA, 2/EVA/ESAP), 2 new)	#Associations (2 of which are newly established)	0	0	0	10	-	-											0	0	0
1.2.6.4.1	Support meetings, conferences and workshops of Livestock sectoral (8) and professional(2) associations, etc. for addressing different sectoral issues.	#meetings, conferences and workshops	0	0	0	10	-	-											0	0	0
1.2.6.4.2	Support the development of financial sustainability plans and activities through preparation and implementation of strategic plan that initiate and strengthen membership services, income generating and cost sharing mechanisms etc... For existing 3 dairy and 3 MLA sectoral associations (2) and 2 New	#strategic plan documents	0	0	0	6	-	-											0	0	0
1.2.6.5	Support the participation of women on coops membership and management through sensation workshop and advocacy for Co-membership for gender equity on coops (mainly dairy)	#people attending	0	0	20	150	90	60											0	0	20
1.2.6.5.1	Awareness Creation workshop or meeting for target Coops leaders and Coop promotion officials and experts on Gender Equity and women leadership	#workshops	0	0	1	5	-	-											0	0	1
<b>1.2.7 (IR I - Component 2 - Cross Cutting/Strategy #7- Gender Mainstreaming, Women's Entrepreneurship and Leadership Training)</b>																					
1.2.7.1	Following MSME assessments, conduct technical, business and leadership training and coaching for MSMEs (including education on nutrition and HIV/AIDS)	# of trainees	0	0	0	TBD	TBD	TBD											0	0	0
1.2.7.2	Conduct study tours for/of women-owned MSMEs	# of participants	0	0	0	TBD	TBD	TBD											0	0	0
1.2.7.3	Provide business coaching for women entrepreneurs (link PPVC)	# women coached	0	52	52	212	-	212											0	102	102
1.2.7.4	Provide refresher on business coaching for women entrepreneurs (link PPVC)	# of coaches	0	0	0	270	NA	NA											65	26	91
1.2.7.5	Select and promote successful women groups/women-owned MSMEs to showcase during MSPs	# of women MSE	0	0	0	TBD	TBD	TBD											0	0	0
1.2.7.6	Adapt/disseminate women-appropriate technologies/practices to women entrepreneurs (field days)	# women receiving info.	0	0	0	6000	3600	2400											0	0	0
1.2.7.7	Conduct gender integration training to MLA/Dairy VC actors	# of trainees	82	40	122	6000	4000	2000											311	108	419
1.2.7.8	Conduct gender mainstreaming training for project staff/PIPs/beneficiaries	# of trainees	0	0	0	40	27	13											0	0	0
1.2.7.9	Work towards gender equity in cooperatives (including representation, participation and access to resources; strong linkage to Strengthen FBOs/Associations)	# trainees	53	13	66	30	-	30											53	13	66

IR 1 - Increase Productivity and Competitiveness of Selected Livestock Value Chains																					
Component 3: Stimulate Investments and Access to Finance throughout the VC																					
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30, 2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)				
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total		
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M	J
<b>1.2.8 (IR 1 - Component 2 - Cross Cutting/Strategy #8 - Pro-Poor Value Chain Development)</b>																					
1.2.8.1	Enabling Environment (Quarterly VC Technical Meetings with PRIME/Grad; bi-annual MSPs with GRAD)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1.2.8.1.1	Organize VC quarterly Technical committee meeting on Value Chain issues v	# meetings	-	-	0	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1.2.8.1.2	Organize VC quarterly Technical committee meeting on Value Chain issues v	# meetings	-	-	0	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1.2.8.1.3	Organize bi-annual MSPs per region in collaboration with GRAD	# participants	31	9	40	240	70%	30%	-	-	-	-	-	-	-	-	-	-	198	27	225
1.2.8.2	Pro-Poor Value Chain specific Business-to-Business (B2B) meetings and supp	# workshops	0	0	0	4	70%	30%	-	-	-	-	-	-	-	-	-	-	-	-	
1.2.8.2.1	Organize B2B meeting/workshop for suppliers from PRIME and buyers from modjo and Addis Abeba areas	# participants	-	-	0	2	-	-	-	-	-	-	-	-	-	-	-	-	27	3	30
1.2.8.2.2	Organize B2B meeting/workshop for suppliers from GRAD/food insecure woredas and buyers	# participants	-	-	0	8	-	-	-	-	-	-	-	-	-	-	-	-	115	11	126
1.2.8.3	Gap Assessments and Refresher Trainings	-	-	-	0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
1.2.8.3.1	Trained women entrepreneurs	# trainees	0	0	0	63	-	63	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.3.2	Cooperatives, CIGs and FEMMAs	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.3.3	Animal Health Service providers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.3.4	Buyers and sellers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4	Support/train MSMEs and Collection Centers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4.1	Input Sellers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4.2	Collection Centers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4.3	Feed Lot Operators	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4.4	Cooperatives and Union	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.4.5	Animal Health Service providers	#	0	0	0	TBD	TBD	TBD	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.5	Study Tours to AGP woredas	# tours	0	0	0	3	NA	NA	-	-	-	-	-	-	-	-	-	-	41	18	59
1.2.8.5.1	Oromiya	# of participants	0	0	0	40	60%	40%	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.5.2	Tigray	# of participants	0	0	0	40	60%	40%	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.5.3	PRIME (learn from abattoirs and feed lot operators in one of the AGP wored	# of participants	0	0	0	20	60%	40%	-	-	-	-	-	-	-	-	-	-	0	0	0
1.2.8.6	Formation of Associations/Cooperatives for Women Entrepreneurs	# associations	0	0	0	3	-	100%	-	-	-	-	-	-	-	-	-	-	0	20	20

IR 1 - Increase Productivity and Competitiveness of Selected Livestock Value Chains																			
Component 3: Stimulate Investments and Access to Finance throughout the VC																			
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30, 2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)		
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total
			M	F			M	F	J	A	S	O	N	D	J	F	M	A	
<b>1.3.9 (IRI - Component 3 - Strategy 9) - Stimulate Investments and Access to Finance throughout the VC</b>																			
1.3.9.1	Support LMD Grant Programs	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	0	0	0
1.3.9.1.1	Assist business and grant account managers to revise grant applications (Q1 only)	# applicants	0	0	0	19	11	8									10	11	7
1.3.9.1.2	Financial due-diligence and analysis on pre-award grantees (Q1 only)	# applicants shortlisted	0	0	0	19	11	8									7	7	0
1.3.9.1.3	Post-Award BDS support to grantees	#awards	0	0	0	24	14	10									1	0	0
1.3.9.1.4	Assist grantees to access credit and equity investment	#grantees accessing credit	0	0	0	14	8	6									4	1	2
1.3.9.2	Support Equity Investment in VC Businesses	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	0	0	0
1.3.9.2.1	Identify and evaluate businesses interested in equity investment	#businesses identified	0	0	0	22	13	9									25	4	2
1.3.9.2.2	Prepare business for equity investment (due-diligence, business plans etc)	#businesses shortlisted	0	0	0	12	7	5									10	1	0
1.3.9.2.3	Identify interested investors; make connections	#connections (MoUs/Term sheets)	0	0	0	5	-	-									1	0	0
1.3.9.2.4	Sponsor participation of livestock businesses and higher GOE officials in international investment forums (Q4)	#businesses participating	0	0	0	8	-	-									0	0	0
1.3.9.3	Assist VC Business to Access Credit	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	0	0	0
1.3.9.3.1	Identify and evaluate businesses interested in credit or debt financing	#businesses identified	14	4	18	80	48	32									42	9	43
1.3.9.3.2	Prepare businesses for credit (due-diligence, business plans etc)	#business shortlisted	10	7	14	64	38	26									28	13	32
1.3.9.3.3	Referral to banks and MFIs with/without credit guarantees	# MSMEs accessing loans	7	1	6	48	29	19									18	5	14
1.3.9.4	Capacity Building for Livestock MSMEs and FIs (Banks, MFIs, etc)	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	0	0	0
1.3.9.4.1	TOT to BDS providers (Q1/Q3)	#BDS providers trained	19	3	22	51	31	20									19	3	22
1.3.9.4.2	Training to MSMEs (Q1)	#entrepreneurs trained	0	0	0	100	60	40									25	0	0
1.3.9.4.3	Training to MFI staff on livestock MSMEs lending (Q2)	#MFI staff trained	0	0	0	100	60	40									25	7	32
1.3.9.4.4	Training to bank staff on livestock lending (Q3)	#bank staff trained	44	9	53	100	60	40									44	9	53
1.3.9.4.5	Facilitate the introduction of new financial products for livestock MSMEs (Q2/Q3)	#new financial products	0	0	0	2	NA	NA									0	0	0
1.3.9.4.6	Organize regional "Ethiopia Livestock Investment Forum" (Q3)	#events	0	0	0	1	NA	NA									0	0	0
1.3.9.4.7	Sponsor participation of MFI senior management in international workshops/visits on best practices of livestock VC financing for MSMEs (Q1 and Q3)	#MFI staff in workshops	-		cancelled	6	4	2									-	-	-
1.3.9.4.8	Regional orientation workshop on DCA loan guarantee scheme for partner banks (Q1 and Q2)	#bank staff trained	0	0	0	80	48	32									52	4	56

IR 2 - Improved Enabling Environment for Livestock Value Chains																				
Component 4 - Improve the Enabling Environment of Livestock Value Chains																				
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule						Cumulative achievement (July 2015-March 2016)					
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total	
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M
<b>2.4.1 (IR2 - Component 4 - Strategy 1) - Facilitate and Empower Stakeholders for Policy Reform and Advocacy</b>																				
2.4.1.1	Continue dialogue and advocacy with policy makers and value chain actors for better enabling environment (PPP on livestock services, rationalization of livestock services, allocation of land for livestock investment)	#policy changes introduced or adopted	0	0	0	4	-	-										0	0	3
2.4.1.2	Technical support for legal frame work development (2 proclamations and 6 regulations)	#laws and regulations	0	0	0	8	-	-										0	0	8
2.4.1.3	Facilitate MSPs at federal and regional level	#MSPs	0	0	2	10	-	-										0	0	3
2.4.1.4	Facilitate LWGs	# meetings	0	0	2	20	-	-										0	0	6
2.4.1.5	Conduct five meetings to support the validation of a road map for adoption of Ethiopian milk quality Standard	# participants	207	34	241	250	175	75										207	34	241
2.4.1.6	Develop blue prints and design standards for the various categories of domestic abattoirs and have 5 meetings to validate and prepare a road map for adoption of slaughter houses blue prints and design standards	#standards	0	0	0	1	-	-										0	0	0
2.4.1.7	Conduct a study on the experience of the Amhara region on cost the recovery of animal health delivery pilot project	#studies	0	0	0	1	-	-										0	0	1
2.4.1.8	Conduct workshops to share and validate Amhara region's veterinary service cost recovery experience	#participants	0	0	0	50	35	15										0	0	67
2.4.1.9	Organize a study tour to learn from animal health cost recovery experiences (Amhara region)	#participants	0	0	0	25	17	8										0	0	27
2.4.1.10	Strengthen sectoral associations in collaboration with Mol, MoT and CoC	#meetings/workshops	0	0	1	3	-	-										0	0	3
<b>2.4.2 (IR2 - Component 4 - Strategy 2) - Capacity Building for Public and Private Stakeholders</b>																				
2.4.2.1	Organize livestock value chain development trainings (1 per region)	#trainees	0	0	0	100	70	30										0	0	100
2.4.2.2	Capacity building of EMDIDI to improve the Dairy and Meat Technology in Ethiopia	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.2.1	Support Mol organize a workshop to validate the twining needs assessment in order to guide the twining exercise	#workshops	0	0	0	1	-	-										0	0	1
2.4.2.2.2	Support Mol to organize twining visit based on the outcome of the validation workshop.	#visits	0	0	0	1	-	-										0	0	0
2.4.2.2.3	Support Mol to conduct auditing of EMDIDI by getting STTA support from the selected institutions and coaching	#STTA	0	0	0	2	-	-										0	0	0
2.4.2.2.4	Support EMDIDI in developing a twining program for dairy and meat (STTA support)	#document	0	0	0	2	-	-										0	0	0
2.4.2.2.5	Support the industry and higher education forum	#forums	0	0	0	4	-	-										0	0	3
2.4.2.2.6	Organize Short term Training on Meat processing and quality assurance by hiring an international STTA	#trainees	0	0	0	20	6	14										0	0	0
2.4.2.2.7	Support for quality halal certification: organizing international training for Islamic affairs (halal certifiers)	#trainees	0	0	0	25	-	-										0	0	0
2.4.2.3	Support regions in development of appropriate delivery models and strategy for the implementation of the rationalization of livestock services and infrastructure management	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.3.1	Support regions by organizing discussion forums and meeting to evaluate and identify appropriate models and strategy for the implementation of the rationalization of veterinary services (4 workshops)	#participants	46	4	50	200	140	60										46	4	50
2.4.2.3.2	Support regions to organize discussion forums or meetings to evaluate appropriate PPP models and strategy for the management of livestock infrastructures (4 workshops)	# participants	46	4	50	200	140	60										46	4	50
2.4.2.4	Facilitate high level training for LN2 plant technicians ( international STTA)	#trainees	0	0	0	20	14	6										0	0	0
2.4.2.5	Support the capacity of regions in meat hygiene and food safety supplied to the domestic market	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.5.1	Conduct study on institutional arrangement for meat inspectors training	#studies	0	0	0	1	-	-										0	0	0
2.4.2.5.2	Support regions to conduct meat inspector trainings	#trainees	0	0	0	50	35	15										0	0	0
2.4.2.6	Sensitization workshops on neat hygiene and safety Slaughter house standards and control system in selected woredas/towns and follow up the implementation	#woredas/towns	0	0	3	11	-	-										0	0	5
2.4.2.7	Conduct sensitization or consultative meeting on animal feed quality standards and guidelines at regional and federal level (4 workshops)	#participants	204	34	238	200	140	60										204	34	238

IR 2 - Improved Enabling Environment for Livestock Value Chains																				
Component 4 - Improve the Enabling Environment of Livestock Value Chains																				
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)			
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total	
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M
<b>2.4.2 (IR2 - Component 4 - Strategy 2) - Capacity Building for Public and Private Stakeholders</b>																				
2.4.2.8	Implementation of LITS pilot project	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.1	Supporting Structures	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.1.1	Quarterly Steering Committee meetings	#meetings	0	0	0	4	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.1.2	Monthly Working Group meetings	#meetings	0	0	4	12	-	-	-	-	-	-	-	-	-	-	-	0	0	12
2.4.2.8.2	Institutional Arrangement at Primary Markets	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.2.1	Establish local LITS committees	#committees established	0	0	6	6	-	-	-	-	-	-	-	-	-	-	-	0	0	6
2.4.2.8.2.2	Capacitation of local structures to tag and issue primary health certificates	# trained	0	0	0	60	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.2.3	Train feedlot staff, buyers and abattoirs on data collection and tag application	# of trainee's	0	0	0	50	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.2.4	Train transport drivers and veterinary officer/health worker and quarantine	# of trainee's	0	0	0	50	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.3	Database customization and set up	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.3.1	Sign contract for supply of customized data base	#events	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.3.2	Installation of the complete infrastructure and the standard software in the test environment of the beneficiary, specifications for the parameterization of the software are finalized and approved	#events	0	0	1	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.3.3	Technology specification and software parameterization is completed and	#events	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.4	Handing over of source code and provision of the national perpetual license fee	#events	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.4.1	Launch Project event	#events	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.5	Demarcation of epidemiological units and geo coding	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.5.1	Develop framework to demarcation of epidemiological units and geo-referencing code for epidemiological units	#framework and coding system	0	0	1	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.5.2	Gather GIS information pertaining to ET-LITS pilot project properties, sale yards, feed lots and abattoirs	#data sets given GIS codes	0	0	1	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.5.3	Training on use of GPS devices and procedure to capture GIS data	# trained	0	0	0	6	-	-	-	-	-	-	-	-	-	-	-	0	0	10
2.4.2.8.5.4	Formulate a communication strategy for the introduction of a national geo-code to support the LITS program	#strategies	0	0	1	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.6	Procurement of additional identification device and establishment of tag management	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.6.1	Complete revolving fund regulation scheme	# document	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.6.2	Endorsement of the revolving fund scheme	# document	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.6.3	Organize workshop to solicit fund for LITS sustainability	#workshops	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.7	Create legal Protocols for LITS in Ethiopia	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.7.1	Support the Development Ethiopian Animal Identification and traceability draft regulation	# of new regulation	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.7.2	Support the Promulgation process of the LITS regulation	# of regulation	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8	Monitoring and Evaluation (M&E)	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.1	Develop checklist to assess compliance for data entry throughout the value chain	# checklists	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.2	Monitoring number of animals tagged and related data captured	# check lists	0	0	0	6	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.3	Conduct monthly evaluation to ensure compliance throughout the value chain	# of correct compliance	0	0	0	6	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.4	Quarterly review of project progress and price of cattle in LITS vs. non-LITS	# of sites evaluated	0	0	0	2	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.5	Annual Project Evaluation	#completed evaluations	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.8.6	Documenting lessons learned and dissemination	# of lessons learned	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.9	Marketing of Project Nationally and Internationally	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.9.1	Develop LITS branding logo and communication strategy	# local STTA	0	0	1	1	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.2.8.9.2	Marketing of program nationally	# of messages	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.9.3	Start international media campaign to announce Ethiopia has established LITS	# of messages	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.9.4	Engage with International importers	# of workshops	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.10	LITS Sustainability	-	0	0	0	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.2.8.10.1	Promote structures and funding mechanisms to ensure sustainability of LITS to the Working Group and Steering Committee	#proposals	0	0	0	1	-	-	-	-	-	-	-	-	-	-	-	0	0	0
<b>2.4.3 (IR2 - Component 4 - Strategy 3) - Institutional Coordination and Linkage with Other USAID Programs</b>																				
2.4.3.1	Participate on regular, quarterly and annual planning and monitoring meeting with AGP at regional and Federal level	#meetings	0	0	7	20	-	-	-	-	-	-	-	-	-	-	-	0	0	16
2.4.3.2	Participate in the crop livestock TC meetings at federal level	#meetings	0	0	1	2	-	-	-	-	-	-	-	-	-	-	-	0	0	2
<b>2.4.4 (IR2 - Component 4 - Strategy 4) - Applied Research for Development</b>																				
2.4.4.1	Commission CBAs on selected topics to provide evidence for the BEE	#CBAs	0	0	0	8	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.4.2	Commission an assessment of ongoing activities related to bio safety and bio security to identify gaps	#studies	0	0	0	2	-	-	-	-	-	-	-	-	-	-	-	0	0	1
2.4.4.3	Present study findings at regional MSP meetings ( four at regional and one at federal level)	#reports	0	0	0	2	-	-	-	-	-	-	-	-	-	-	-	0	0	0
2.4.4.4	Prepare policy briefs in collaboration with MoA	#briefs	0	0	1	5	-	-	-	-	-	-	-	-	-	-	-	0	0	3
2.4.4.5	Prepare technical briefs in collaboration with AKLDP	# briefs	0	0	0	4	-	-	-	-	-	-	-	-	-	-	-	0	0	0

IR 3 - Improved Quality and Diversity of Household Diet																				
Component 5 - Enhanced Nutrition of Rural Households																				
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule								Cumulative achievement (July 2015-March 2016)			
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total	
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M
<b>3.5.1 (IR3- Component 5 - Strategy 1) - Behavior Change Communication</b>																				
3.5.1.1	Quarterly training to Health Extension Workers (HEW) and their supervisors on maternal/child nutrition modules	# HEWs trained on maternal and child nutrition modules	0	0	0	300	54	246										35	143	178
3.5.1.2	Support HEW to provide quarterly training to care group volunteers on maternal/ child nutrition modules (with the care group approach)	# of care group volunteers trained	0	0	0	2460	0	2460										0	5199	5199
3.5.1.3	Reach target pregnant and mothers/care takers of children under 2 (U2) on maternal/child nutrition messages for behavioral change (care group volunteers)	Number of pregnant and lactating women completing the nutrition modules	0	0	0	13530		13530										0	63609	63609
3.5.1.4	Conduct biannual nutrition education and cooking demonstration focusing on livestock products (care group level)	Number of cooking demonstrations conducted and participants attending	0	0	0	1230	NA	NA										552	1985	2570
3.5.1.5	Training to agriculture extension workers /development agents on dietary diversity, key infant and young child feeding (IYCF) message and livestock product preservation and storage message	Number of agriculture extension workers / development agents trained on the message	68	22	90	300	270	30										110	40	150
3.5.1.6	Reach farmers/livestock owners with SBC messaging through AEW /Development Agents (DAs) s in 50% of the kebeles per woredas	Number of farmers reached at the kebele level through AEW / DAs	2536	958	3497	19800	19800											6533	4670	10114
3.5.1.7	Training to PLWHA saving /credit associations leaders on dietary diversity/consumption of safe livestock products /hygiene/sanitation	Number of PLWHA saving and credit association leaders trained on dietary diversity	0	0	0	100	50	50										40	42	82
3.5.1.8	Mainstream dietary diversification /other nutrition sensitive topics in diary trainings of FBO, Cooperatives and other IR 1 targets trainings	# of participant attending the training	0	0	0	6												0	0	0
3.5.1.9	Bi-annual campaigns and community events to raise community awareness on safe milk/meat consumption	Number of campaigns and community events conducted on key	0	314	314	20	NA	NA										0	314	325
3.5.1.10	Train/Provide technical support to school nutrition club on importance of animal source food/ nutrition message to school community/family	# of school clubs members trained	0	0	0	100	60	40										0	0	0
3.5.1.11	Provide school nutrition club with mini-media material /audio nutrition messaging that promote safe milk/meat consumption	Number of school nutrition clubs supported by woreda	0	0	0	20												0	0	0
3.5.1.12	1-day training to religious leaders and influential on how to use gathers to promote the importance of nutritional well-being of children/mothers	Number of religious leaders trained in maternal and child	79	0	79	250	175	75										129	0	129
3.5.1.13	Follow-up the involvement of religious leaders/influential people participation in nutrition promotion activities	# of supportive supervision to religious leaders when they	0	0	0	100	NA	NA										0	0	0
3.5.1.14	Reach PLWHA with nutrition SBC messages through trained ES associations leaders and health workers	Number of PLWHA trained on dietary diversity and hygiene	0	0	0	1200	600	600										355	993	1348
<b>3.5.2 (IR3- Component 5 - Strategy 2) - Community Mobilization Related to Nutritional Practices of Mothers during pregnancy and lactation (mother of children under 2) and PLHIV</b>																				
3.5.2.1	Develop and implement poultry strategy		0	0	1	1												0	0	1
3.5.2.1.1	Conduct annual seasonal animal source food availability mapping in the 10 deep focus woredas	# of food mapping conducted	0	0	0	10	NA	NA										0	0	0
3.5.2.1.2	Conduct KAP survey on maternal and child nutrition	Survey conducted	0	0	0													0	0	0
3.5.2.1.3	Provide poultry management training for IPs and woreda livestock professional to maximize support for Poultry beneficiary	# of IP and Governmen staffs trained on Poultry	0	0	0	80	50	30										0	0	0
3.5.2.1.4	Identify poor household for poultry target beneficiary among the care group members with woreda IP and woreda nutrition focals and DA's	# of beneficiary Identified	0	0	0	200	0	200										0	0	0
3.5.2.1.5	Provide poultry farm management training including construction of sheds; feed mixing, waterer and feeder preparation	# of trained beneficiary on poultry management	0	0	0	200		200										0	0	0
<b>3.5.3 (IR3- Component 5 - Strategy 3) - Influencing the Enabling Environment at the Program and Service Delivery Level</b>																				
3.5.3.1	Joint quarterly supportive supervision and review meetings with IPs and woreda staff	# of supervision visits	0	0	1	40												0	0	15
3.5.3.2	Experience sharing and learning visits for IPs and woreda nutrition focal to promote best practice	number of field visit organized	0	0	0	1												0	0	0
3.5.3.3	Regional annual coordination meetings/field visits with FTF partners	# coordination meeting	0	0	0	1	NA	NA										0	0	0
3.5.3.4	Annual assessment of behavior adoption rates	# of assments conducted	0	0	0	1	NA	NA										0	0	0
3.5.3.5	Monitor monthly SBCC activity progress	# of monitoring conducted	0	0	0	12												0	0	0

IR 3 - Improved Quality and Diversity of Household Diet																				
Component 5- PEPFAR-HIV/AIDS Wrap around Activities																				
Activity #	Activity Description	Unit	Accomplishment January-March 2016			Year 4 Target - (July 1, 2015-June 30,2016)			PY 4 Implementation Schedule							Cumulative achievement (July 2015-March 2016)				
			Gender		Total	Total	Gender		Q1		Q2		Q3		Q4		Gender		Total	
			M	F			M	F	J	A	S	O	N	D	J	F	M	A		M
<b>3.5.4.1 Involve Community and Multi-stakeholders</b>																				
3.5.4.1.1	2-day refresher training to health center Anti-Retroviral Treatment and case managers on nutrition counseling,continuum care, treatment and support services for PLWHA	# of participants	0	0	0	60												0	0	0
3.5.4.1.2	1-day orientation (per woreda) to community representatives, religious leader and influential people on HIV/AIDS misconception and dispel false ideas about PLWHA	# of orientation sessions organized	0	0	0	10												9	4	13
<b>3.5.4.2. Identify Strategic Targets and Intervention Areas</b>																				
3.5.4.2.1	Identify/select eligible clients for SCG (per woreda)	# of clients	0	0	0	1200	360	840										30	106	136
3.5.4.2.2	Provide orientation on formation /important of savings groups	# of clients	0	0	0	1200	360	840										30	106	136
3.5.4.2.3	Identify/support potential grant applicants (per woreda)	# of applicants	0	0	37	40	15	25										0	0	37
<b>3.5.4.3 Provide Capacity Building</b>																				
3.5.4.3.1	Re-print training manuals on Value Chain Development and Business Development Services (BDS)	# of training manuals	0	0	0	2												0	0	0
3.5.4.3.2	Conduct TOT on Value Chain Development/BDS for IP/key stakeholder/woreda level technical staff	# of applicants	0	0	0	62	30	32										0	0	0
3.5.4.3.3	Conduct 5-day TOT on Business Selection, Planning and Management IP/key stakeholders	# of applicants	11	4	15	62	30	32										11	4	15
3.5.4.3.4	Conduct 4-day TOT on SCG formation and loan management for IPs/stakeholders	# of applicants	11	4	15	20	10	10										11	4	15
3.5.4.3.5	Regional-level experience sharing visit for woreda level facilitators on PLHIV –Economic Strengthening related activities	# of applicants	0	0	0	20	10	10										0	0	2
3.5.4.3.6	Provide technical support to IPs /woredas technical staff	# of technical visits	0	0	3	16		2										0	0	13
3.5.4.3.7	Provide 1-day refresher on the working documents of the HIV/AIDS and ES for IP staff/woreda steering committee /technical teams	# of participants	0	0	0	60	30	30										36	4	40
3.5.4.3.8	Provide SCG training for selected targets	# of participants	0	0	0	1000	300	700										45	149	194
3.5.4.3.9	Provide business SPM training for matured SCG members	# of participants	0	0	0	1000	300	700										249	398	647
3.5.4.3.10	Provide technical training on livestock management for ME operators working on livestock rearing and fattening.	# of participants	0	0	0	1530	530	1000										0	0	0
3.5.4.3.11	Provide technical training on poultry management for ME operators working on poultry production	# of participants	0	0	0	500	250	250										0	0	0
3.5.4.3.12	Provide 2-day training for Micro Enterprise operators on value chain development	# of participants	0	0	0	200	100	100										0	0	0
<b>3.5.4.4. Provide Market-based Solutions</b>																				
3.5.4.4.1	Create microenterprises	# of MEs	0	0	0	1600	600	1000										0	0	62
3.5.4.4.2	Provide business development services for ME operators (both at saving phase and ME operation phase)	# of ME operators	0	0	0	2000	700	1300										0	0	19
3.5.4.4.3	Link grant applicants to markets / value chain development opportunities	# of grant applicants	0	0	0	20	7	13										0	0	0
3.5.4.4.4	Organize small loan utilizers in SCGs on commodity basis	# of commodity groups created	0	0	0	30												0	0	0
3.5.4.4.5	Give vocational skill training to selected PLWHA	# of PLHIV	0	0	0	30	10	20										0	0	0
3.5.4.4.6	Periodically assess the profitability of ME operators (and their use of external and internal loans)	# of ME operators assessed	0	0	0	2000												0	0	0
3.5.4.4.7	Link ME operators with MFIs	# of ME operators	0	0	0	100												0	0	11
3.5.4.4.8	Conduct semi-annual ME operators profit statements	# of assessments	0	0	0	2												0	0	0
<b>3.5.4.5 Grant Fund Transfer</b>																				
3.5.4.5.1	Prepare/process request for PEPFAR grant funding (focus on mature saving groups who have taken business SPM training and ready to start micro enterprises)	# of SCGs	0	0	7	1000	300	700										0	0	36
3.5.4.5.2	Support grant applicant individuals/groups/institutions in preparing business plans for a viable commercial livestock enterprise	# of grant applicants	0	0	0	40	20	20										0	0	22
3.5.4.5.3	Conduct 1-day orientation workshop on local procurement guide for woreda level staff to provide in-kind grants	# of participants	0	0	0	370	185	185										0	0	0
3.5.4.5.4	Transfer grant funds as per the approved requests	# of SCGs	0	0	0	100	1											0	0	0
<b>3.5.4.6 Provide Integrated Services to PLWHA</b>																				
3.5.4.6.1	Re-print BCC/IEC materials on nutrition and stigma/discrimination reduction for PLWHA	# of BCC materials distributed	0	0	0	10000												0	0	0
3.5.4.6.2	Provide referral services to PLWHA (health, social, economic service)	# of PLHIV referred	0	0	0	2000	700	1300										18	42	60
<b>3.5.4.7 Monitoring, Evaluation, and Follow-up</b>																				
3.5.4.7.1	Follow-up/support existing and new saving groups	# of saving groups	0	0	167	200												0	0	442
3.5.4.7.2	Follow-up/support new Micro Enterprise (ME) operators in starting/expanding their ME	# of ME created	0	0	0	1600												0	0	19
3.5.4.7.3	Conduct joint supervision to project woredas to HIV/AIDS Economic Strengthening (ES)	# of supervision missions	0	0	0	16												0	0	1
3.5.4.7.4	Conduct quarterly performance review meetings in each region	# of review meetings	0	0	0	16												0	0	2
3.5.4.7.5	Conduct regular monthly monitoring and follow-up to existing and new micro enterprise operators (woreda level)	# of ME operators visited	0	0	0	2000												0	0	2
3.5.4.7.6	Develop case studies/success stories on SCGs and ME operators	# of case studies	0	0	0	14												0	0	0
3.5.4.7.7	Compile and prepare monthly activity performance reports	# of monthly reports	0	0	3	12												0	0	9
3.5.4.7.8	Compile and prepare quarterly performance reports	# of quarter reports	0	0	1	4												0	0	3

