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Regional Agricultural Development Program- South (RADP-S)

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Quarter II: January-March, FY 2016



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LIST OF ACRONYMS

ABISC	Ahmad Baryali Improved Seeds Company
AEP	Agribusiness Empowerment Program
ADA	Afghan Development Association
AHHS	Annual Household Survey
AgFair	Agricultural Fair
ANASTU	Afghan National Agriculture and Technology University
ATAR	Afghanistan Trade and Revenue
AusAID	Australian Agency for International Development
B2F	Business-to-Farmer
BGC	Business Growth Conference
BGP	Business Growth Plan
BVW	Basic Veterinary Workers
CA	Constraints Analysis
CCPP	contagious caprin pleura pneumonia
CHAMP	Commercial Horticulture and Agricultural Marketing Program
CLIN	Contract Line Item Number
DAIL	Directorate of Agriculture, Irrigation, and Livestock
DAP	Diammonium phosphate
DCA	Dutch Committee for Afghanistan
DCOP	Deputy Chief of Party
DDA	District Development Assembly
DoWA	Department of Women's Affairs
DWCC	Da Waghaz Construction Company
EEU	Enabling Environment Unit
FAIDA	Financial Access for Investing in the Development of Afghanistan
FAO	Food and Agriculture Organization
FCA	Farmer Catchment Area
FEG	Farmer Extension Group
FMD	Foot-and-Mouth Disease
GAP	Good Agricultural Practices
GHP	Good Handling Practices
GI	Geographical Indications
GIRoA	Government of the Islamic Republic of Afghanistan
HEASC	Helmand Etihad Agricultural and Seedling Company
HVC	High Value Crop
IFAD	International Fund for Agricultural Development
IPM	Integrated Pest Management
KFZ	Kandahar Food Zone
KIP	Key Implementing Partner
KWBC	Kandahar Women's Business Cooperative
LRHHP	Large Ruminant Herd Health Package
MAIL	Ministry of Agriculture, Irrigation, and Livestock
M&E	Monitoring and Evaluation
NGO	Non-Governmental Organization

OOM	Office of the Minister (MAIL)
PICS	Purdue Improved Crop Storage
PPP	Public Private Partnership
PPR	Peste des Petites Ruminants
PPU	Productivity and Production Unit
PSA	Public Short Announcement
RADP-S	Regional Agricultural Development Program-South
RADP-N	Regional Agricultural Development Program-North
RALS	Roots Agriculture and Livestock Services
SHG	Self-Help Groups
SNaPP2	Support to National Priority Programme 2
SLKISC	Sahrai Loy Kandahar Improved Seeds Company
SSCC	Shahab Sameer Construction Company
SSISCO	Sadaqat Sahil Improved Seed Company
SZISC	Sardar Zai Improved Seeds Company
ToT	Training of Trainers
UAE	United Arab Emirates
USAID	United States Agency for International Development
VCU	Value Chain Unit
VFU	Veterinary Field Unit
VFU EG	Veterinary Field Unit Extension Groups
WTO	World Trade Organization

Cover Photo: A Panjwei, Kandahar paravet de-worms sheep for low income farmers in March 2016.

1. EXECUTIVE SUMMARY

1.1 Program Description

The purpose of the Regional Agricultural Development Program-South (RADP-S) is to improve food and economic security for rural Afghans in the provinces of Kandahar, Helmand, Zabul, and Uruzgan. To accomplish this goal, RADP-S focuses on improving the productivity and profitability of the wheat, high value crops, and livestock value chains, while addressing policy, legal and regulatory constraints affecting value chain development. This agricultural development program supports the consolidation of licit economies to fuel sustainable long term economic growth, including providing alternatives to poppy cultivation.

The implementation approach of RADP-S dovetails with Afghan and U.S. government strategies in its focus on advancing food security, regenerating agribusiness, and increasing agriculture sector jobs and incomes. RADP-S aims to strengthen the capacity of producers, associations, traders, and agribusinesses to respond to market demands; facilitate lasting market linkages between value chain actors; and support an enabling environment that allows the private sector to thrive. The program places the Afghan private sector at the forefront of implementation and addresses key crosscutting issues of women's empowerment, agribusiness value chain facilitation, and alternative development in all facets of the program. Embodying USAID's vision for sustainable Afghan-led development, RADP-S lays the foundation for greater and more socially inclusive growth in the agricultural economy.

1.2 Summary of Key Accomplishments during Reporting Period

- During the reporting period, three wheat agribusinesses, 27 high value crop agribusinesses, and 33 livestock agribusinesses applied new management practices and technologies through improved financial management systems, administrative procedures, marketing strategies, and promotional opportunities.
- Wheat agribusinesses increased sales by 2,268,000 AFN (\$33,353); High value crop agribusinesses increased sales by 43,885,500 AFN (\$645,375); Livestock agribusinesses increased sales by 9,911,000 AFN (\$145,750). In total, 63 agribusinesses increased sales by 56,064,500 AFN (\$824,478) as a result of RADP-S assistance.
- Sixty producer organizations were formed to support small ruminant care and enhance the production capacity of animals and animal by-products for commercial sale.
- RADP-S trained 17,252 new farmers in wheat, high value crops, and livestock topics, with 9,050 farmers continuing the RADP-S training curriculum in quarter two. In total, 26,301 farmers received RADP-S productivity trainings in quarter two. When combined with farmers trained in quarter one, RADP-S has met 78 percent of its year three target for individuals receiving short-term agricultural sector productivity or food security training.
- 11,593 farmers received training in improved wheat post-harvest techniques to reduce grain loss and storage methodologies to prevent molding and pest infestation. As of

quarter two, RADP-S has trained 78 percent of its year three targeted wheat farmers in improved post-harvest techniques.

- 16,773 farmers, of whom 585 are women, received training in improved high value crops post-harvest techniques. 4,354 farmers were trained in post-harvest techniques for tree crops. 5,584 farmers were trained in post-harvest techniques for vegetables. 6,835 farmers were trained in post-harvest techniques for vineyards. As of quarter two, RADP-S has achieved 133 percent of its target for year three farmers trained in improved post-harvest techniques for high value crops.
- In quarter two, 1,377 women benefited from project activities by participating in the Agribusiness Empowerment Program, female farmer extension groups, and Self-Help Groups. Five percent of project beneficiaries in quarter two were women.
- As a result of RADP-S gender programming, 63 percent of women (369 women out of 582 women surveyed) reported an increase in self-efficacy.
- 2,187 households engaged in nutrition sensitive agriculture in quarter two on RADP-S demonstration farms and as part of the Agribusiness Empowerment Program.
- In total, 10,520 households benefited from agriculture and alternative development interventions in quarter two.
- RADP-S surveyed 2,124 farmers in quarter two, 2,102 farmers stated they had applied a new management practice or new technology as a result of RADP-S programming. When extrapolated to all RADP-S trained farmers, 25,013 farmers have applied new technologies or management practices.
- Out of 2,124 surveyed farmers, 973 farmers are growing high value crops as a result of RADP-S programming, with 590 farmers planting high value crops for the first time. When extrapolated to RADP-S trained farmers, 11,578 farmers are growing high value crops.
- 2,124 surveyed farmers reported applying new technologies or management practices on 2,248 hectares of land (1,385 hectares of wheat and 862 hectares of high value crops). When extrapolated to all RADP-S trained farmers, 26,748 hectares of land are now under new technologies or management practices.
- Farmers increased high value crop production on 862 hectares of land as a result of RADP-S support. When extrapolated to RADP-S trained farmers, 10,263 hectares of land have increased high value crop production as a result of RADP-S programming.

1.3 Summary of Major Challenges and Lessons Learned

Coordination Challenges in Uruzgan

During the reporting period, the Uruzgan Directorate of Agriculture, Irrigation and Livestock (DAIL) requested more information from RADP-S key implementing partner (KIP) Dutch Committee for Afghanistan (DCA) on their programming in an effort to increase coordination

with the provincial government. As a result of this request, and to improve coordination with provincial authorities, RADP-S worked with DCA to coordinate regular government meetings to provide DAIL with additional input on project activities. Government meetings will now be held with both KIP and RADP-S staff to ensure government officials have a direct line of communication to the project. March security challenges in Uruzgan province also prevented DCA from traveling to rural veterinary field units (VFUs) to collect monitoring and evaluation (M&E) vaccination logs and extension training documentation. March data for Uruzgan province will be collected in April for three of the 17 VFUs.

Demonstration Farm Maintenance

In February, the RADP-S Production and Productivity Unit (PPU) conducted a review of Kandahar demonstration farm equipment, low tunnels, greenhouses, and layouts for the upcoming spring season. A majority of the demonstration farms had general upkeep issues, such as vegetable beds not cleared of weeds, unconstructed low tunnels, and delays in sapling planting. To mitigate this issue moving forward, RADP-S created a checklist for lead farmers to be submitted monthly detailing the maintenance work on the demo farm. RADP-S field monitors will provide a separate checklist completed on site visits which note whether the farm is orderly, plants are cleared of weeds, and plants appear well irrigated. In February, RADP-S withheld a portion of the payment for the maintenance of the demonstration farms from its key implementing partner as a result of this issue.

RADP-S staff visited demonstration farms in Zabul province in March and found no major challenges, given immediate action steps taken by RADP-S KIP Afghan Development Association after the Kandahar findings. In addition, March follow-up visits to demonstration farms in Kandahar province found that significant improvements had been made, such as: neatly ploughed plots, improved irrigation systems, correct sign boards for various crop varieties, and pruned orchard and vineyards. The demonstration farms serve as a research site and focal point for the community; RADP-S places high importance on their maintenance and will continue to monitor the situation carefully going forward.

Zabul Gender Programming

In March, RADP-S female beneficiaries in Zabul province accused the Zabul Department of Women's Affairs (DOWA) Director and an ADA Gender Specialist of keeping a portion of the transportation benefit given to female beneficiaries participating in the Agribusiness Empowerment Program. Upon hearing these allegations, RADP-S conducted an investigation into the matter, interviewing project beneficiaries and ADA staff on these claims. The investigation is ongoing. In the meantime, RADP-S has stopped all ADA gender programming in Zabul province until further notice. Subsequently, a stop work order was issued for the installation of the greenhouses at the Zabul girls' high school and DOWA location.

Due Diligence for RADP-S Agribusiness Partners

During the reporting period, RADP-S held two Business Growth Conferences in Kandahar province and one Business Growth Conference in Helmand province. In one-on-one consultations with agribusinesses, initial proposed ideas addressed marketing challenges, internal capacity issues, and new technologies to increase production. However, RADP-S due diligence visits led to findings which necessitated RADP-S dissolving some potential partnerships. Findings

for discontinuing an agribusiness partnership included: no demonstrated revenue streams, no upstream or downstream partners, businesses were in actuality a franchise of larger agribusinesses, or businessmen were looking for start-up funds. RADP-S will continue company site visits to determine whether companies meet the minimum qualifications outlined in the RADP-S work plan: a reputation for selling high quality products; commitment to sharing information and building relationships with upstream and downstream actors in the value chain; evidence of ties with at least two suppliers and buyers; desire to learn new business skills and apply those skills to improve performance; and willingness to invest limited resources in cost-effective activities.

2. PROJECT IMPLEMENTATION

2.1 Measurable Results to Date

The table below provides an overview of outcome and output indicators employed to measure progress against contractual targets under each component in quarter two, as well as annual progress against performance monitoring targets. A dash in the table indicates that information is not yet available for that indicator. Results for annual indicators will be available upon the completion of the Annual Household Survey, concluding in quarter three.

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target	Q1		Q2		Q3 Target	Q4 Target	FY 2016 Results	Comments	
			Target	Actual	Target	Actual					
1	Percentage increase in household income from licit agriculture in targeted areas	0 %	0	-	0	-	0	0	-	Results to be determined from the Annual Household Survey (AHS), currently being implemented.	
2	Number of farmers for whom wheat productivity has increased by a minimum of 20 percent. (Custom)	30,000	0	-	11,000	-	4,000	15,000	-		
3	Number of farmers for whom HVC productivity has increased by a minimum of 35 percent. (Custom)	25,000	0	-	10,000	-	4,000	11,000	-	Results to be determined from the AHS, currently being implemented.	
4	Number of farmers for whom the income from their livestock has increased by 20 percent (Custom)	14,000	0	-	1,000	-	4,000	9,000	-		
5	Number of farmers trained in improved post-harvesting techniques (Custom)	Wheat	11,000	8,645	4,000	11,583	4,000	4,000	17,849		RADP-S has four (4) different post-harvest training types – wheat, HVC-Orchards, HVC-Vegetables, and HVC-Vineyards. Any farmer may attend all four (4) of these training sessions and may be counted for each because the training/focus for each is different. The greater than 10% variance resulted from a change in the definition for this indicator in FY2016 Q2 and the targets were set for the previous definition.
		HVC-Orchards		1,963		4,354			5,219		
		HVC-Vegetables	6,600	2,566	2,000	5,584	4,950	4,950	7,431		
		HVC-Vineyards		2,588		6,835			8,274		
		HVC-Total		7,117		16,773			20,924		
6	Number of women directly benefiting from project interventions (Custom)	New	100	31	300	1,001	2,500	2,000	1,104	Women that joined the program in the reporting period, i.e. 'new' to RADP-S.	
		Ongoing		780		376			719	Women currently in a training process and thus ongoing, i.e. they joined the program before the reporting period started.	

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target		Q1		Q2		Q3	Q4	FY 2016 Results	Comments
				Target	Actual	Target	Actual	Target	Target		
		Total			811		1,377			1,823	The total women beneficiaries within the reporting period, i.e. 'new' plus 'ongoing'. The greater than 10% variance resulted because of the introduction of the Agribusiness Empowerment course.
7	Number of Firms (small, medium, and large existing businesses) for whom the financial return increased at least 20 percent as result of the project assistance. (Custom)	Wheat	12	0	-	0	-	0	12	-	The business surveys will be implemented in FY2016 Q3.
		HVC	30	0	-	0	-	0	30	-	
		Livestock	10	0	-	0	-	0	10	-	
8	Percentage Change [and metric ton value] in Annual Production of Key Crops as compared to non-beneficiary farmers. (Custom)	5%	0	0	-	5%	-	0	5	-	Results to be determined from the AHHS, currently being awarded.
9	Number of individuals who have received US-government supported short-term agricultural sector productivity or food security training (4.5.2-7)	New			M = 16,020 F = 31 T = 16,051		M = 16,251 F = 1,001 T = 17,252			M = 31,243 F = 1,104 T = 32,347	Male and females that have joined the program in the reporting period, i.e. new to RADP-S.
		Ongoing			M = 1,041 F = 780 T = 1,821		M = 8,674 F = 376 T = 9,050			M = 1,762 F = 719 T = 2,481	Males and females that are currently in a training process and are thus ongoing, i.e. they joined the program before the reporting period started.
		Total	46,150	11,000	M = 17,061 F = 811 T = 17,872	10,000	M = 24,924 F = 1,377 T = 26,301	11,000	14,150	M = 33,005 F = 1,823 T = 35,854	The total number of male and female beneficiaries within the reporting period, i.e. 'new' plus 'ongoing'. The greater than 10% variance resulted from a male farmer outreach emphasis this quarter. These totals include the manual count of the VFU services – a farmer was only counted if VFU services had been received more than once.
10	Number of participants trained through project assisted training events	-	-	-	M = 23,479 F = 8,314 T = 31,793	-	M = 42,534 F = 12,964 T = 55,498	-	-	M = 64,987 F = 21,277 T = 87,290	Represents the participation of all RADP-S beneficiaries in all RADP-S training events in the reporting period. These totals include the manual count of the VFU services – a farmer was only counted if VFU services had been received more than once.
11	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance (4.5.2-6)	41,535	9,900	1,097 individual farmers of the 1,117 farmers surveyed	9,000	2,102 individual farmers of the 2,124 farmers surveyed	9,900	12,735	-	The raw data used for this extrapolated result is from the Q2 performed farm-level survey of 2,124 farmers and is calculated by multiplying the result from the survey (2,102) by the total number of beneficiaries for the program for the quarter (Ind. 9 = 25,275 beneficiaries that excludes the manually counted VFU	

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target	Q1		Q2		Q3		Q4		FY 2016 Results	Comments
			Target	Actual	Target	Actual	Target	Actual	Target	Actual		
				this extrapolates to: 17,552 individual farmers for the entire program		this extrapolates to: 25,013 individual farmers for the entire program						services beneficiaries) divided by the number of beneficiaries surveyed, (2,124 beneficiaries).
12	Number of households (HH) benefited by agriculture and alternative development interventions in targeted areas (Custom)	18,460	4,400	7,149 (17,872 2.5)	4,000	10,520 (26,301 2.5)	4,400	5,660	14,342 (35,854 2.5)			RADP-S derived 2.5 as the average number of active farmers per household. To calculate this result, the Ind. 9 total ('new' plus 'ongoing') is divided by 2.5 to obtain the result.
13	Percentage of female participants in USG assisted programs designed to increase access to productive economic resources (assets, credit, income, or employment). (Gender-2)	10 %	10 %	811 : 17,872 4.5 %	10 %	1,377 : 26,301 5 %	10 %	10 %	1,823 : 35,854 5 %			This is calculated by dividing the total number of female beneficiaries (Ind. 6) by the total number of beneficiaries (Ind. 9 total) for the quarter – provided here as a proportion. The greater than 10% variance resulted from a male farmer outreach emphasis this quarter.
14	Percentage of women who report increased self-efficacy at the conclusion of USG supported training/programming. (Gender-3)	60 %	50 %	267 : 508 53 %	50 %	369 : 582 63 %	60 %	60 %	-			Result determined from the pre/post-test completed by the females that attended the 10-week Agribusiness Empowerment Course.
15	Number of target households engaged in nutrition sensitive agriculture activities (Custom)	10,000	0	379	2,200	2,187	2,600	5,200	2,566			Results reported here are indicative and based on training session attendee numbers for (human nutrition). Actual results will be determined from the AHHS, currently being implemented
16	Value of incremental sales by agribusinesses as a result of USG assistance (Custom)	-	-	-	-	-	-	-	-			The business surveys are planned for implementation in FY2016 Q3. Conducted telephone surveys with 85 businesses, and present a total of: AFN 56,064,500 or USD 824,478 (rate = 68) for FY2016 Q2.
17	Value of sales of targeted commodities as a result of USG assistance (Custom)	Wheat	0	-	1	-	0	1	-			The business surveys will be implemented in FY2016 Q3.
		HVC	0	-	5	-	0	20	-			

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target		Q1		Q2		Q3		Q4		FY 2016 Results	Comments
				Target	Actual	Target	Actual	Target	Actual	Target	Actual		
		Livestock	USD 1 mil	0	-	1	-	0	0	1	-		
		Wheat	12	0	-	0	3	0	0	12	3		
		HVC	30	0	-	0	27	0	0	30	27		This data comes from a telephone survey implemented in April.
18	Number of private enterprises, producers organizations, water users associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance (4.5.2-42)	Livestock	10	0	-	0	13	0	0	10	13		The business surveys will be implemented in FY2016 Q3.
		VFUs	20	0	-	10	17 (new) 17 (refresher)	5	5	5	59		
		Producer Orgs.	35	0	-	0	60	0	0	35	60		
19	Number of firms (excluding farms) or Civil Society Organizations (CSOs) engaged in agricultural and food security-related manufacturing and services now operating more profitably (at or above cost) because of USG assistance. (4.5.2-45)		95	0	-	10	-	25	60	-			The business surveys will be implemented in FY2016 Q3.
20	Number of farmers growing high value crops as a result of USG assistance (Custom)		16,000	0	439 individual farmers of the 1,117 farmers surveyed	2,000	973 individual farmers of the 2,124 farmers surveyed	4,000	10,000	-			The raw data used for this result is from the Q2 performed farm-level survey, 973 HVC farmers stated that they had applied new technologies (HVC for Ind. 11) – "Did you incorporate new techniques that was explained in the training related to wheat/HVC?", of these HVC farmers, 590 farmers stated that they had planted HVC for the first time – "Please name the HVC(s) that you have planted / or planning to cultivate for the first time during the current season since you received training from the RADPS?". The extrapolated result is calculated by multiplying 973 by the total number of beneficiaries for the program for the quarter (Ind. 9 = 25,275 beneficiaries that excludes the manually counted VFU services beneficiaries) and dividing by the number of beneficiaries surveyed, (2,124 beneficiaries).
21	Number of hectares under improved technologies or		25,398	0	1,277 ha	7,619	2,248 ha of the 2,124	7,619	10,169	-			The raw data used for this result is from the Q1 performed farm-level survey, 2,248 farmers stated that they had applied new technologies (Ind. 11) – "Did you

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target		Q1		Q2		Q3		Q4		FY 2016 Results	Comments
		Target	Actual	Target	Actual	Target	Actual	Target	Actual	Target	Actual		
	management practices as a result of USG assistance (4.5.2-2)		of the 1,117 farmers surveyed this extrapolates to: 20,432 ha for the entire program		farmers surveyed this extrapolates to: 26,748 ha for the entire program								incorporate new technique(s) that was explained in the training related to wheat/HVC? The farmers then responded to the question: "How many jeribs [under wheat cultivation/HVC] have you / are you applying the new skills/techniques that you learned from the training?" 2,248 ha is the total number of ha reported by all these farmers. The extrapolated result is calculated by multiplying 2,248 by the total number of beneficiaries for the program for the quarter (Ind. 9 = 25,275 beneficiaries that excludes the manually counted VFU services beneficiaries) and dividing by the number of beneficiaries surveyed, (2,124 beneficiaries).
22	Number of hectares with increased high value crop production as a result of USG programs	1,280	394 ha of the 1,117 farmers surveyed	0	862 ha of the 2,124 farmers surveyed	384	384	384	512	-			The raw data used for this result is from the Q2 performed farm-level survey, 862 HVC farmers stated that they had applied new technologies (Ind. 11) – "Did you incorporate new technique(s) that was explained in the training related to HVC?". The farmers then responded to the question: "How many jeribs [under HVC] have you / are you applying the new skills/techniques that you learned from the training?" ha is the total number of ha reported by these HVC farmers.
23	Annual rate of livestock mortality in the target livestock population	15.5	-	0	-	0	0	0	15.5	-			The extrapolated result is calculated multiplying 862 by the total number of beneficiaries for the program for the quarter (Ind. 9 = 25,275 beneficiaries that excludes the manually counted VFU services beneficiaries) and dividing by the number of beneficiaries surveyed, (2,124 beneficiaries). Results will be determined from the AHHS, currently being implemented.
24	Number of Policies/Regulations/Administrative Procedures in each of the following stages as a result of USG assistance in each case: Stage 1: Analyzed; Stage 2: Drafted and presented for public stakeholder consultation; Stage 3: Presented for legislation/decree; Stage 4: Passed/approved; Stage 5: Passed	Obstacles	28	0	0	16	5	6	6	5			The following constraints were completed and sent to MAIL for approval/use:
		Gender Specific Obstacles	7	0	0	3	0	3	1	0			001 Extension (contains Gender language) 002 Irrigation
		Policy Drafts	4	0	2	0	3	2	2	2	5		003 Seeds and Planting Material 004 Handling and Storage 005 Fertilizer and Chemicals
		Implementation Plan	4	0	0	0	0	0	2	2			The following policy drafts were processed: • Irrigation Policy

No	Performance Indicator (Disaggregated by Sex Where Appropriate)	FY 2016 Target	Q1		Q2		Q3	Q4	FY 2016 Results	Comments
			Target	Actual	Target	Actual	Target	Target		
	for which implementation has begun (4.5.1-24)									<ul style="list-style-type: none"> • Plant Variety Protection Law • Geographic Indicators Law

2.2 Key Activities Accomplished During the Quarter

2.2.1 Wheat Value Chain

Increase the Production and Productivity of Wheat Farmers

Building the Capacity of Wheat Farmers

In quarter two, RADP-S trained a total of 11,593 wheat farmers on 78 demonstration farms across Kandahar, Helmand, Uruzgan and Zabol provinces. Training efforts resulted in the accomplishment of almost three-fold of the quarter two target, as shown in the M&E table above. The overachievement of targets was deliberate in order to preempt low training attendance anticipated during the poppy harvesting season in quarter three and the commencement of fall harvesting season in quarter four. Mobilizing new farmers in quarters one and two brings them into the curriculum during critical lessons on crop establishment and maintenance that will impact wheat productivity for the rest of the year.

Wheat IPM/Weed Control and Nutrition Training Promote Improved Wheat Seeds and Inputs

In southern Afghanistan, the winter wheat crop is sown from November to December and the spring crop is planted from January to February. Wheat reaches maturity and is harvested between May and June. RADP-S focused its trainings on topics that correspond with the farming activities this season and topics that will prepare them for the next stage of the cropping cycle. The trainings consisted of classroom sessions and field demonstrations.

RADP-S master trainers conducted classroom sessions on wheat integrated pest management (IPM) and weed control; these were followed through with field demonstrations to reinforce the theories farmers had learned. The IPM and weed control training underscored the importance of the combined approach in managing pest infestation and weed control through four proven systems. Mechanical and physical controls include detection and removal of pests at early stages; cultural controls involve practices like crop rotation; biological control works through reducing wheat pests by their natural enemies; and, chemical controls which eliminate pests through the use of pesticides and herbicides. The field demonstrations taught farmers the use of each control mechanism and special attention was given to the use of commercial pesticides in order to avoid health hazards to the farmer and minimize negative impact on the environment.



To reinforce the technical information and promote high quality improved wheat seeds and inputs, RADP-S invited four wheat agribusinesses onto Kandahar demonstration farms in January. The Sardarzai Improved Seeds Company connected with 54 wheat farmers on Panjwei and Zheri



Sahrai Loy Kandahar Improved Seed Company promotes its products to Dand, Kandahar farmers.

district demonstration farms; Sahrai Loy Kandahar Improved Seed Company with 22 wheat farmers on a demonstration farm in Dand district; Ahmad Baryali Improved Seed Company with 33 wheat farmers on a Dand district demonstration farm; and Sadaqat Sahil Improved Seed Company (SSISCO) with 26 wheat farmers on another Dand district demonstration farm. Each company presented the advantages of their improved wheat seed varieties, which are more disease-resistant and have the potential to yield more grains per plant. The companies also presented their fertilizer, urea, plant nutrient inputs, protective gear, and tools, relevant for the wheat plant nutrient trainings in March. Companies promoted the importance of

using improved wheat seeds to increase wheat yields, and timely application of wheat inputs throughout the growing season.

The Sahrai Loy Kandahar Improved Seed Company attended multiple RADP-S supported events, from Business-to-Farmer promotional events on demonstration farms to local AgFairs, and reported increased sales of 2,260,000 AFN (\$33,235) in the last quarter. Sahrai Loy noticed a substantial spike in calls from farmers, requesting information on wheat seeds and inputs, and more farmer consultations than they have previously experienced. Sahrai Loy sold 80 metric tons of wheat seed in Kandahar province, to both private farmers and government agencies, during the reporting period.

Wheat Trainings in New Helmand Districts

RADP-S expanded programming to two new districts in Helmand province, reaching 452 wheat farmers in Garmser district and 444 wheat farmers in Marjah district. Trainings consisted of preliminary classroom lessons in Garmser and Marjah district centers for wheat IPM/weed control and plant nutrition that lay the ground work for field demonstrations that allow farmers to learn by seeing demonstrations on neighboring district farmers. Known as Afghanistan's "bread basket," Helmand farmers produce a majority of Afghanistan's wheat supply, and good agricultural practices for this population has important implications for regional and national food security.

Refresher Training for Master Trainers, Lead Farmers, and KIP Technical Staff

RADP-S held refresher trainings for master trainers, lead farmers, and KIP wheat and high value crop (HVC) specialists in Kandahar, Helmand, Zabul, and Uruzgan provinces to reiterate the significance of the demonstration farms as a community resource. The refresher trainings came as a result of RADP-S monitoring visits that found several of the demonstration farms in Kandahar to be in poor condition. Preempting this situation in demonstration farms in the remainder of the project area, all individuals involved in the upkeep of demonstration farms in the four provinces of RADP-S's implementation area were called to meet and review demonstration farm upkeep responsibilities. The Lead Farmers whose demonstration farms were in poor condition were provided with written performance warnings. The roles and responsibilities of individuals involved in the demonstration farm trainings were reviewed and reinforced.

Decreasing Wheat Post-Harvest Loss for Farmers

Improved wheat harvest and post-harvest techniques were taught on all demonstration farms in order for 11,593 farmers to plan well in advance their activities for the harvest season starting in May. Knowledge on timely harvesting, proper drying, threshing and cleaning, together with the use of simple yet affordable and effective harvesting and threshing equipment can reduce costly losses of wheat production. In Afghanistan, the majority of wheat production loss occurs during the harvest and post-harvest stages. Determining the moisture level, stem color, kernel hardness and color will enable the farmer to reap just at the right time. As all beneficiaries of RADP-S are small-scale wheat farmers whose farming practices are dominantly based on native knowledge, RADP-S master trainers provided scientific methods and techniques to enrich what they already knew or corrected poor practices. In addition, farmers also learned the proper techniques of storing the wheat grain by the use of tri-poly storage bags and temperature control, to reduce the chance of pest infiltration or molding, and to enhance household food security.



RADP-S Specialists show farmers high quality grain after seven months of proper storage.

In January, RADP-S lead farmers opened PICS bags stored for seven months from the previous year's wheat harvest. Farmers sifted through wheat grain that showed no signs of pest infestation or molding when properly stored. When farmers store wheat for sale later in the season, they have the potential to increase their incomes. At harvest time, when supply is high, wheat sells for 23 AFN (\$.39)/kilogram. If stored, and sold in the winter season when wheat supply is low, wheat can sell for up to 29 AFN (\$.43)/kilogram. Improved wheat storage ensures food security for rural families in the winter, and if excess wheat is available, families can make more from selling in the off-season.

Training of Trainers in Wheat Grain Moisture Testers

RADP-S introduced a simple but essential tool during a Training of Trainers (ToTs) on the proper use of wheat grain moisture testers conducted in January. The training was held for master trainers and key implementing partner (KIP) wheat specialists in Uruzgan and Helmand. Grain moisture testers allow farmers to determine the moisture level in wheat grain, which is a key determinant of commercial wheat grain quality. By using the tester both farmer and trader can correctly measure optimal moisture content and determine a fair valuation of the wheat. Master trainers have started promoting the use of the grain moisture testers to farmers in trainings conducted throughout the quarter.

Wheat Farmers Adopt New Management Practices and Technologies

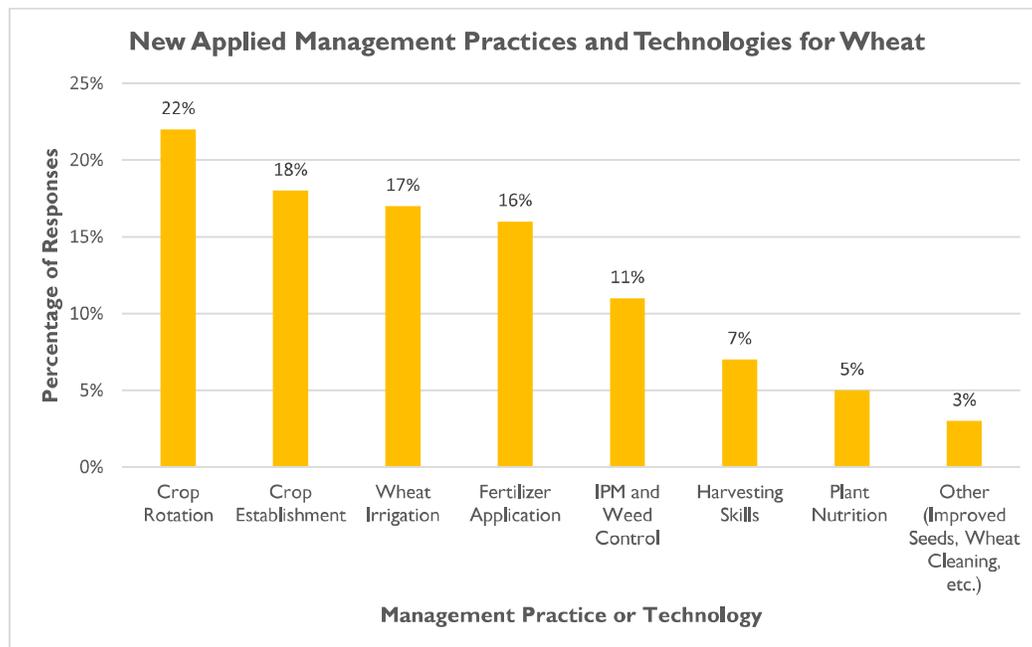
Surveys were conducted throughout the second quarter to determine the adoption rate of new technologies and management practices among wheat farmers. RADP-S interviewed 2,124 farmers on their farms, at their homes, and at demonstration farms. The farmers were asked: (1) Did you incorporate new technique(s) that was explained in the training related to wheat? (2) If

yes, what are you doing differently because of the trainings? and (3) How many jeribs [under wheat] are you applying the new skills/techniques that you learned from the training? The breakdown of where beneficiaries were surveyed is provided below:

Survey Locus	
Interview Location	No. of farmers
Beneficiary Farm	433
Beneficiary HH	861
Demo Farm	751
Others	79
Total Respondents	2,124

Of the 2,124 farmers interviewed, 1,401 stated they implemented new technologies and management practices on their wheat crops (1,129 using the new learning on their wheat crops alone and a further 272 on both wheat and high value crops). The top seven most frequent responses for new technologies and management practices applied were: (1) crop rotation, (2) crop establishment, (3) irrigation, (4) fertilizer application, (5) IPM and weed control, (6) harvesting skills, and (7) plant nutrition. Wheat farmers applied new technologies and management practices on 1,385 hectares of land. When extrapolated to the total number of RADP-S wheat farmer beneficiaries, the number of wheat farmers that have adopted new technologies and management practices is 16,672, applied on 16,486 hectares of wheat farms.

The below diagram shows the new technologies and management practices adopted by wheat farmers during quarter two:



Results indicate that farmers tend to apply new management practices which do not incur additional costs. Crop rotation was the most frequently applied new management practice, most likely for the following reasons: (1) crop rotation is not commonly practiced in the south and considered a new practice for most farmers, (2) crop rotation does not involve high additional costs, other than seeds for plants to rotate with wheat plots, and (3) farmers recognize the significance of crop rotation for improving soil conditions. New methods for crop establishment and wheat irrigation practices were also highly cited. Improved practices for crop establishment and wheat irrigation do not necessarily require expensive equipment or inputs, but rather changes such as planting in rows versus broadcasting and water timing practices to improve soil quality, have significant productivity implications for farmers.

New practices in fertilizer application and IPM/weed control made up the fourth and fifth highest number of responses. Farmers in southern Afghanistan apply fertilizer, which is readily available, but often only apply fertilizer when sowing wheat or irregularly throughout the germination period. New practices showcase the best times to apply fertilizer and in amounts appropriate for the wheat plot size. IPM/weed control methods also teach farmers scouting, identification, and mechanical methods for pest and disease control that are cost-free, but allow farmers to take preemptive measures to reduce the spread of pests and disease.

Increase the Commercial Viability of Wheat Agribusinesses

Business-to-Farmer Promotional Events on Improved Wheat Seeds and Inputs

Through Business-to-Farmer promotional events, wheat farmers increased their awareness of locally available products and services that will improve productivity. Throughout January, RADP-S invited agribusinesses of good standing to demonstrate their products and services including improved wheat seeds, pest management agrochemicals, tools and implements, and farming machinery. The Sardarzai Improved Seeds Company, Sahrai Loy Kandahar Improved Seed Company, Ahmad Baryali Improved Seed Company, and Sadaqat Sahil Improved Seed Company connected with 135 wheat farmers on Kandahar demonstration farms, corresponding with the training curriculum as mentioned in the above “Building the Capacity of Wheat Farmers,” section. As stated in the above “Lessons Learned” section, RADP-S will utilize a variety of survey methodologies to determine sales from Business-to-Farmer promotional events and factors influencing farmers to buy or not buy new farming technologies.

Business Growth Conferences in Kandahar and Helmand

RADP-S invited four wheat input suppliers to the Kandahar Business Growth Conference, held from January 26-28. In total, 17 small and medium enterprises participated. The conference explained the value chain development concept and RADP-S’s holistic approach to supporting various actors along the wheat value chain – from input and services suppliers, to wheat farmers, and to buyers and users of the wheat crop. RADP-S emphasized to the four wheat input suppliers the importance of developing a business growth plan to target increased opportunities for profit, especially related to production improvement, marketing strategies, and financial planning. RADP-S Value Chain Specialists conducted one-on-one meetings with each of the four wheat input suppliers and led discussion on assessing company resources, determining business objectives, and identifying key constraints to accomplishing objectives.



In Lashkar Gah, Helmand, RADP-S conducted a Business Growth Conference with 30 enterprises on March 24. The participants included Rahimi Flour Company (a flour milling company), two livestock traders, three poultry traders and 24 high value crop agribusinesses. The purpose of the conference was to present value chain concepts, explain the RADP-S strategy of an integrated approach to develop the wheat and high-value crops value chains by simultaneously working with input suppliers, producers/farmers, and marketers. RADP-S met with Rahimi Flour Company at their business shop and discussed the development of a

business growth plan. The company's milling capacity is four tons a day but the demand within Helmand province is 15 tons a day. Aside from wheat flour, Rahimi also mills one ton of "samosa" flour per day and two tons of animal feed. The company has 15 contracted wheat farmers, 20 store owners as flour distributors, and an animal feed outlet. Rahimi is planning to invest in a piece of 18-ton machinery to meet market demand and has asked for RADP-S cost-shared support in this investment. RADP-S will schedule a follow up meeting with Rahimi to assess the company's standing and begin independent measurement of demand evidence.

Business Growth Plans for Wheat Businesses

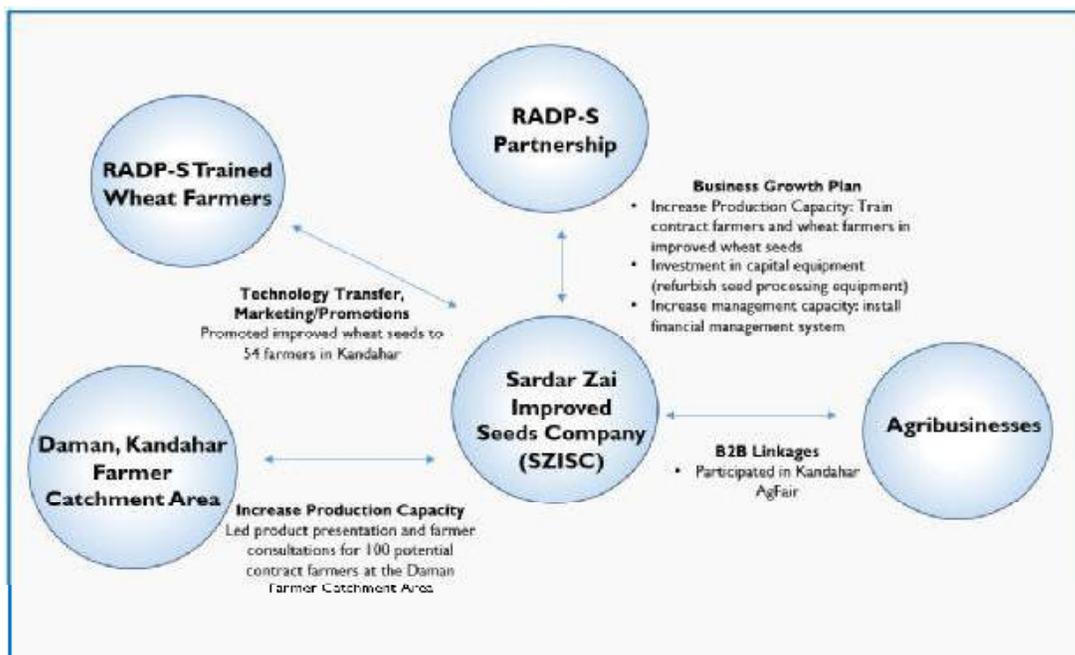
The wheat input companies that attended the Kandahar Business Growth Conference submitted their draft business growth plans in February. All four companies commonly identified the need to conduct trainings to build the capacity of contract farmers and buyers, and train their staff in marketing and financial records management. They further identified the need to invest in production equipment. Sadaqat Sahil Improved Seed Company plans to invest in seed packaging equipment; Ahmad Baryali Improved Seed Company wants to acquire a vermicomposting equipment; Sahrai Loy Kandahar Improved Seed Company plans to purchase seed processing equipment; and Sardarzai Improved Seeds Company will refurbish its existing seed processing equipment. Most businesses in Afghanistan do not use business-standard accounting systems, which would properly track business performance. Setting up a proper financial management system is a necessary step as the companies move forward with their partnership with RADP-S.

RADP-S commented on the draft business growth plans of the four wheat input businesses described above, and except for Sahrai Loy, they have submitted their revised business growth plans in March. The Value Chain Unit will follow up with Sahrai Loy if they need further assistance in completing the plan. The companies and RADP-S will co-invest in implementing the business growth plan, with the RADP-S providing in-kind contribution of up to 50 percent. Below is an up-to-date table describing the status of the business growth plans:

RADP-S and Wheat Agribusiness Growth Plan Partnerships						
	Agribusiness	Location	Type of Business	Opportunity	Business Growth Plan Tactics	Status

1	Sardar Zai Improved Seeds Company (SZISC)	Kandahar	Wheat seed, input supplier	Expanding production; improving supplier (farmers) and employee (seed buyers) skills; tracking financial performance	Cost-shared support for training of 200 contract farmers; refurbishment of seed processing equipment; and implementing a finance management system	Ongoing review of cost-share grant to implement activities
2	Ahmad Baryali Improved Seeds Company (ABISC)	Kandahar	Wheat seed, input supplier	Product quality control by enhancing supplier and employee skills; production of organic and cheaper fertilizer; improving business projection	Cost-shared support for 200 contract farmers; skills training for company buyers of wheat grain and seed; investment in a vermicomposting facility; improvement of company's financial management system	Company being assessed further for partnership eligibility with RADP-S
3	Sadaqat Sahil Improved Seed Company (SSISCO)	Kandahar	Wheat seed, input supplier	Increasing sales by improving production volume and quality; improving business performance tracking	Cost-shared support for training for wheat contract growers in improved production, harvesting techniques; investment in a seed packing equipment; improvement of the company's record-keeping systems and financial management	Ongoing review of cost-share grant to implement activities
4	Sahrai Loy Kandahar Improved Seeds Company (SLKISC)	Kandahar	Wheat seed, input supplier	Enhancing business performance through better business planning; increasing sales by improving quality of product	Cost-shared support for investment in a seed processing equipment; training for company management on accounting systems, business development; skills development of wheat contract growers and the company's wheat grain buyers	Cost share grant proposal being reviewed
5	Rahimi Flour Company	Helmand	Milling company	Filling current unmet market demand through investment in new technology	Potential cost-shared support for milling machinery.	Initial stage of engagement

The diagram below illustrates RADP-S program interventions to develop the wheat value chain. Wheat seed company Sardar Zai was selected as an example of strengthening value chain linkages as the company has moved furthest along in its partnership with RADP-S. RADP-S is currently in the process of auditing the company's financial standing, and the result of this evaluation will help in the selection of partners. RADP-S began formal relationship building with Helmand wheat agribusinesses in March at the Helmand Business Growth Conference. RADP-S anticipates mapping out value chain actors and potential linkages in a similar manner for wheat agribusinesses in Helmand, where upstream and downstream partnerships are more likely to manifest as Helmand is the only province that produces a wheat surplus.



Business-to-Business Opportunities at the Kabul and Kandahar AgFairs

RADP-S supported promotional materials and a booth at the Kabul AgFair for the Sahrai Loy Kandahar Improved Seeds Company. The company sells improved wheat seeds, urea, DAP, machinery, and foundations seeds. The Sahrai Loy Company met with farmers from western and eastern provinces interested in their products and NGOs who may be interested in showcasing their unique brand of improved seeds to their beneficiaries. RADP-S will follow up with the company if any deals come to fruition.

RADP-S supported 11 companies to participate in the Kandahar AgFair conducted on March 22-23. The AgFair, for the first time, was held out of the city center, in Panjwei District, to encourage participation from rural farmers and businesses. Two RADP-S wheat value chain partners, Ahmad Baryali Improved Seed Company and Sardar Zai Improved Seed Company displayed their products at the booths. Both seed companies took part in the business to farmer (B2F) conference and presented their improved wheat seed varieties and services. Ahmad Baryali was visited by more than 280 farmers and Sardar Zai connected with more than 190 farmers that inquired about their seeds. During the Kandahar AgFair, RADP-S connected with the Almansoor Company, a wheat input supplier based in Kandahar City, and is a potential wheat value chain partner. A meeting will be arranged with the company to determine their suitability and interest. As the AgFairs occurred in the last week of the second quarter, RADP-S will monitor and report any resulting deals early in the third quarter.

Daman Farmer Catchment Area

During the reporting period, RADP-S piloted the establishment of a Farmer Catchment Area (FCA) in Daman, Kandahar. FCA is a center point for two to three demonstration farms where RADP-S farmers can access sellers of agricultural inputs and services and buyers of products or providers of technical and product information. Through FCA, farmers will have a clear opportunity to work in associative groups to achieve economies of scale related to transportation, market access, and input purchase.

On March 31, an FCA meeting was conducted at the Qazi Kariz demonstration farm in Daman district of Kandahar and was attended by more than 100 farmers. RADP-S invited two wheat seed companies but only Sardar Zai Improved Seed was able to attend. Sardar Zai presented high-yielding varieties of wheat seeds and farmers asked questions about the characteristics of each variety and proper cultivation techniques. He advised farmers whose crops are currently experiencing disease infestation to use pest-resistant varieties. Sardar Zai also provided farmers with their requirements for those interested in becoming contract farmers.



Wheat Agribusinesses Adopt New Management Practices and Technologies and Increase Sales

In quarter two, RADP-S supported wheat agribusinesses through Business-to-Farmer promotional events, Business Growth Conferences, Kabul and Kandahar AgFairs, and Farmer Catchment Areas. Through a survey of 85 agribusinesses participating in RADP-S supported activities and events, 63 agribusinesses reported applying new management practices or technologies. Three of the four RADP-S supported wheat agribusinesses applied new management practices and technologies and two of the companies reported increased sales as a result.

The Sahrai Loy Kandahar Improved Seed Company participated in the Kabul Business Growth Conference and modified their record keeping system after RADP-S consultation. The company invested in promotional opportunities, attending the Kabul AgFair and connecting with farmers from eastern and western provinces. Sahrai Loy also attended Business-to-Farmer promotional events, expanding opportunities to connect with farmers, and increased sales by 2,260,000 AFN (\$33,235). Sahrai Loy sold 80 metric tons of wheat seed across Kandahar province in the last quarter and noticed greater consultation with farmers, whereas in the past, requests from government agencies represented most of their business.

The Ahmad Baryali Improved Seeds Company attended the Kandahar Business Growth Conference and the Kandahar AgFair. As a result of participation in the Business Growth

Conference, the company purchased software to improve their financial recordkeeping system. The Panjwei AgFair also connected the company to 15 farmers, and the company was able to sell 8,000 AFN (\$118) worth of tools.

The Sardar Zai Improved Seeds Company implemented a double entry accounting system after their attendance at the Kandahar Business Growth Conference, noting the importance of recordkeeping for understanding profit margins. They also took part in marketing opportunities at the Kandahar AgFair and Farmer Catchment Area. They provided information that highlighted their unique products and services, as a result of information on differentiation in the marketplace received at the Business Growth Conference. The table below is an overview of new management practices and technologies applied in quarter two by wheat agribusinesses and increased sales for each company.

Wheat Agribusiness New Management Practices, Technologies, and Sales					
	Agribusiness	Location	Business Growth Area	Applied New Management Practice or Technology	Increased Sales
1	Sardar Zai Improved Seeds Company (SZISC)	Kandahar	Finance and Marketing	Implemented double entry accounting and marketing skills and marketing at AgFairs and FCA	-
2	Ahmad Baryali Improved Seeds Company (ABISC)	Kandahar	Finance and Marketing	Implemented new software to improve financial recordkeeping and marketing skills	8,000 AFN (\$118)
3	Sahrai Loy Kandahar Improved Seeds Company (SLKISC)	Kandahar	Finance and Marketing	Improved financial recordkeeping and marketing skills	2,260,000 AFN (\$33,235)
TOTAL SALES FOR WHEAT AGRIBUSINESS					2,268,000 AFN (\$33,353)

Lessons Learned During Implementation

Engaging Other Wheat Actors in the Value Chain

RADP-S's focus in quarters one and two was to continue building relationships with wheat input supply companies from year two and focus on strengthening downstream linkages with wheat farmers. RADP-S sees the greatest potential for wheat farmers to increase productivity and incomes through this connection, and for wheat input suppliers to increase their customer base. In quarters three and four of year three, RADP-S will diversify its wheat partners by looking at end-users of wheat grain and flour- millers, traders, and bakeries, though initial exploration has not yielded significant interest from traders and bakeries. RADP-S's increasing engagement with Helmand wheat agribusinesses will also create partnership opportunities, due to the larger concentration of wheat traders and millers in the province when compared to Kandahar.

Helping Producers Face the Market

The demonstration farm methodology of RADP-S was initially focused on beneficiaries and production numbers. With the advent of a facilitative value chain approach new mechanisms were brought to bear to engage farmers with enterprises using demonstration farm structures but more can be done to help farmers face the market and comprehend market opportunities and requirements. Wherever possible RADP-S will employ methods that correspond to best

identified practices in alternative livelihoods development. In the remaining two quarters of FY 2016, RADP-S will pilot new forms of engagement with lead farmers and traders to enhance this aspect of the project's wheat activities.

Major Planned Activities for Next Quarter

- Follow-up on purchasing information for Business-to-Farmer promotional events and FCA events
- Additional monitoring and review of demo farm maintenance
- Additional pilot activities to assist wheat farmers to expand market access and work in associative structures
- Harvest and Post-Harvest Management Classroom Training
- Harvest and Post-Harvest Demonstration Training
- Crop Rotation/Postharvest Classroom Training
- Business Growth Conference for Wheat Agribusinesses in Zabul and Uruzgan provinces
- Begin implementation of Business Growth Plans for Kandahar wheat agribusinesses

2.2.2 High Value Crops Value Chain

Increase the Production and Productivity of High Value Crop Farmers

Increasing Farmer Capacity in Vegetable, Orchard, and Vineyard Cultivation

In quarter two, RADP-S trained 15,559 farmers in high value crop topics, 4,354 farmers in orchard cultivation, 5,599 farmers in vegetable cultivation, and 6,835 farmers in vineyard cultivation. The overachievement in training numbers for quarter two is a result of RADP-S's training strategy for year three. An emphasis on bringing farmers into the training curriculum earlier in the year allows them to learn high value crop establishment techniques that have important implications throughout the growing season. Mobilization efforts in quarters three and four will be geared towards connecting farmers with agribusinesses through farmer catchment areas and piloting other associative structures better suited to collective purchasing and selling than the demonstration farms alone.

During the reporting period, classroom and field trainings followed the crop calendar, emphasizing topics most relevant for the winter to spring transition. Technical information was reinforced by Kandahar agribusinesses promoting products and resources enabling high value crop productivity.

Winter Vegetable Crops and Low Tunnel Promotion

During the reporting period, RADP-S increased the production capacity of its winter vegetables (red radish, spinach, onions, yellow carrots, cauliflower, and garlic cloves), through field demonstrations on integrated pest management (IPM)/weed control strategies in January; classroom sessions on winter vegetable harvest and post-harvest management practices followed in February, with corresponding field demonstrations in March. IPM and weed control strategies focused on early detection and physically removing pests and diseases, biological control techniques, and the safe application of pesticides when required. Harvest and post-harvest

trainings demonstrated when and how to harvest vegetables without damaging the crop. Understanding customer preferences and the needs of the marketplace, drove home the importance of clean and hygienic crops, grading by size and color, attractive packaging, and storage techniques to extend shelf-life. In the two remaining quarters of year 3, RADP-S will concentrate on developing stronger linkages between vegetable producing communities and traders in order to invigorate the economic dynamics between the two.

In January, RADP-S introduced farmers to the Shahab Sameer Construction Company (SSCC). SSCC is a Kabul-based company that hopes to expand its customer base in the south. SSCC sells low tunnel equipment and demonstrated how to install a low tunnel for 194 farmers in Dand and Panjwei districts of Kandahar; Tirin Kot district, Uruzgan; and Qalat district, Zabul. Low tunnels are a RADP-S promoted technology that allows farmers to extend the growing season by creating a warmer environment in the winter season and shade in the summer to temper weather extremes. SSCC presented to farmers who had been taught the advantages of low tunnel technology, especially in comparison to greenhouses which provide the same advantages but frequently at higher cost and with more intensive maintenance needed. SSCC met with individual farmers interested in procuring low tunnel equipment, answered questions on their use, and exchanged contact information.

Orchard Crops and the Promotion of Saplings, Post-Harvest Tools, and Inputs



Master Trainer demonstrates plant nutrient application for fruit trees in Sha Joy, Zabul.

RADP-S conducted field demonstrations in orchard establishment, maintenance, and nutrition during the reporting period. The ideal time to plant fruit saplings is in January and February, when the tree is dormant and transplanting is less shocking to the plant. During these demonstrations farmers dug holes and spaced out sapling trees in hands-on demonstrations. Farmers learned how to select sites with access to water and roads and those sapling varieties best suited to the southern Afghanistan climate. To promote high quality saplings available in the south, RADP-S introduced 137 farmers from Daman, Kandahar; Lashkar Gah, Helmand; Tirin Kot, Uruzgan; and Qalat, Zabul to the Sahrai Brothers Group. The Sahrai Brothers Group sells fruit saplings for 50 AFN (\$.74) to 70 AFN (\$1.03) each, with transportation services to the farm site. The company presented information on their wide selection of fruit saplings, the types of saplings best suited to the climate of each province, along with information on fertilizer application rates and times to promote their input supplies. The Sahrai Brothers Group spoke with farmers on-one-on and handed out business cards, brochures, and contact information. As a result of the Business-to-Farmer promotional events, the Sahrai Brothers Group sold 10,000 AFN (\$147) in saplings to farmers they consulted with on RADP-S demonstration farms.

In February, farmers learned orchard maintenance techniques to maintain healthy trees and create tree structures able to support heavy fruit, stressing the importance of monitoring water and nutrient needs throughout the year. On demonstration farms in Arghandab and Zheri

districts of Kandahar, the Atiq Nasrat Logistic Company showcased orchard maintenance and harvest tools to 93 farmers. The Atiq Nasrat Logistic Company demonstrated the use of refractometers to assess plant nutrient levels, pruning and trimming shears, thermometers to analyze soil temperature, and pomegranate graders. The company displayed each item for farmers to handle and examine, with great enthusiasm from farmers on the simple but salient tools available from the Atiq Nasrat Logistic Company in Kandahar City.

In March, master trainers addressed the role of micro and macro elements in tree growth and how to address nutrient deficiencies. Master trainers explained the appropriate timing and amounts of urea, fertilizer, and manure needed throughout the season. Afghan farmers tend to utilize urea and fertilizer heavily in the beginning of the growing season and sporadically throughout the rest of the year. Improved management practices teach farmers optimal times to apply fertilizer and urea for greatest effectiveness. To complement the focus on plant nutrient needs, the Da Waghaz Construction Company (DWCC) showcased their urea and



Farmers receive information on urea and DAP from the DWCC company in Qalat, Zabul

DAP products to 151 farmers in Dand, Kandahar; Lashkar Gah, Helmand; Tirin Kot, Uruzgan; and Qalat, Zabul. DWCC reinforced the importance of knowing how to select urea and DAP products, reading directions to ensure correct mixtures, and safety tips for applying and disposing unused fertilizer. DWCC promoted the quality of their products in a marketplace that often sells farmers expired or mislabeled inputs, and provided their Kandahar-based store location as well as stressing their ability to transport products throughout the southern provinces.

Vineyard Trainings and Promoting T-trellises, Solar Dehydrators, and Drip Irrigation

During the reporting period, vineyard training sessions taught farmers vineyard establishment techniques, maintenance, and water management. Vineyard establishment trainings in January emphasized site selection, various grape varieties, and soil characteristics for increased productivity. Vineyard maintenance lessons demonstrated the proper pruning and vine training methods to increase the plant's exposure to sunlight. During vineyard establishment trainings, the Ahmad Baryali Improved Seed Company promoted their T-trellising equipment to 178 farmers in Dand and Arghandab, Kandahar; Qalat, Zabul, and Tirin Kot, Uruzgan. RADP-S encourages farmers to use T-trellises instead of growing grapes on heightened dirt mounds (the common practice). Growing grapes on T-trellises reduces the chances for pest and disease and increases the production capacity of the vine as a result of greater and more even exposure to sunlight. By



Solar dehydrators are shown to RADP-S farmers.

the end of the reporting period, Ahmad Baryali sold RADP-S farmers a total of 400,000 AFN (\$5,882) worth of T-trellising equipment, as well as, 150,000 AFN (\$2,206) in fertilizer for vineyards. The company is excited to continue its partnership with RADP-S as result of the positive outcome for both farmers and the business.

The Da Waghaz Construction Company connected with 169 farmers in January to promote their solar dehydrators in Dand and Panjwei districts of Kandahar; Tirin Kot, Uruzgan, and Lashkar Gah, Helmand. Solar dehydrators allow farmers to dry up to 10 kilograms of fruits and vegetables inside a sanitary, glass structure. Solar dehydrators are especially important for farmers growing grapes, since the market for raisins is a lucrative one in southern Afghanistan. Increasing the quality of their raisins and connecting with fresh and dried fruit traders will be the next step in ensuring that farmer investments in new technologies impact their earning potential.

In March, master trainers focused on vineyard water management, teaching the importance of understanding soil water content levels, water application rates throughout the year, and different water management systems. During March sessions, the Ahmad Baryali Improved Seed Company demonstrated their drip irrigation equipment to 119 farmers in Qalat, Zabul and Uruzgan. The company spoke with farmers about the advantages of investing in drip irrigation technology. Drip irrigation technology allows farmers to conserve water and has the potential to increase land under cultivation as water can be diverted to other areas and crops. By the end of March, Ahmad Baryali connected with eight farmers interested in buying drip irrigation technology, and sold 80,000 AFN (\$1,176) in drip irrigation equipment to farmers.

Decreasing HVC Post-Harvest Loss for Farmers

All RADP-S high value crop trainings included harvest and post-harvest messages aimed at preventing post-harvest loss. In quarter two, 16,773 farmers received information on improved post-harvest management practices. Post-harvest messages highlighted the proper time to harvest fruits and vegetables, how to harvest fruits and vegetables to prevent loss (for example, cutting pomegranates from the tree rather than shaking them onto the ground), cooling techniques, and the use of packaging materials to ensure safe transport to the market. For tree crops, improved packaging promoted using plastic bags and cardboard boxes to prevent damage to the fruit; master trainers taught wax application for vegetables to extend shelf-life; and RADP-S introduced farmers to sulfur pads to suppress degradation.

High Value Crop Trainings in New Helmand Districts

In quarter two, RADP-S expanded into Garmser and Marjah districts of Helmand province. In Garmser district, 1,114 farmers received vegetable trainings and 1,690 farmers received vineyard trainings. In Marjah district, 635 farmers received vegetable trainings and 455 farmers took part in vineyard trainings. HVC trainees follow up classroom trainings with field demonstrations in neighboring demonstration farms. RADP-S continues to expand its training curriculum in Helmand province, where farmers are more concentrated than Kandahar province, and increases its reach.

Collaboration with Kandahar Food Zone (KFZ) to Assist HVC Farmers

In January, RADP-S and KFZ signed a memorandum of understanding (MOU) to cooperate and coordinate on the promotion of new technologies and increased production related to trellised

grapes, vineyard intercropped with alfalfa, and collaboration on monitoring and evaluation systems and methodologies. Related to this MOU, RADP-S turned over 36 two-wheel tractors to KFZ which will be used in the latter's training activities. In February, RADP-S technical staff attended a seven-day advanced greenhouse management training conducted by KFZ. KFZ utilized the RADP-S AMTEX demonstration farm to train their beneficiary farmers, and RADP-S horticulture experts provided training on greenhouse cultivation. KFZ trainings for their targeted beneficiaries continued in March and were conducted at 10 RADP-S demonstration farms in Zheri and Panjwei districts of Kandahar. These trainings reached approximately 1,500 farmers. March collaborations also included supporting the Kandahar DAIL and AgFair to encourage participation of farmers and local agribusinesses.

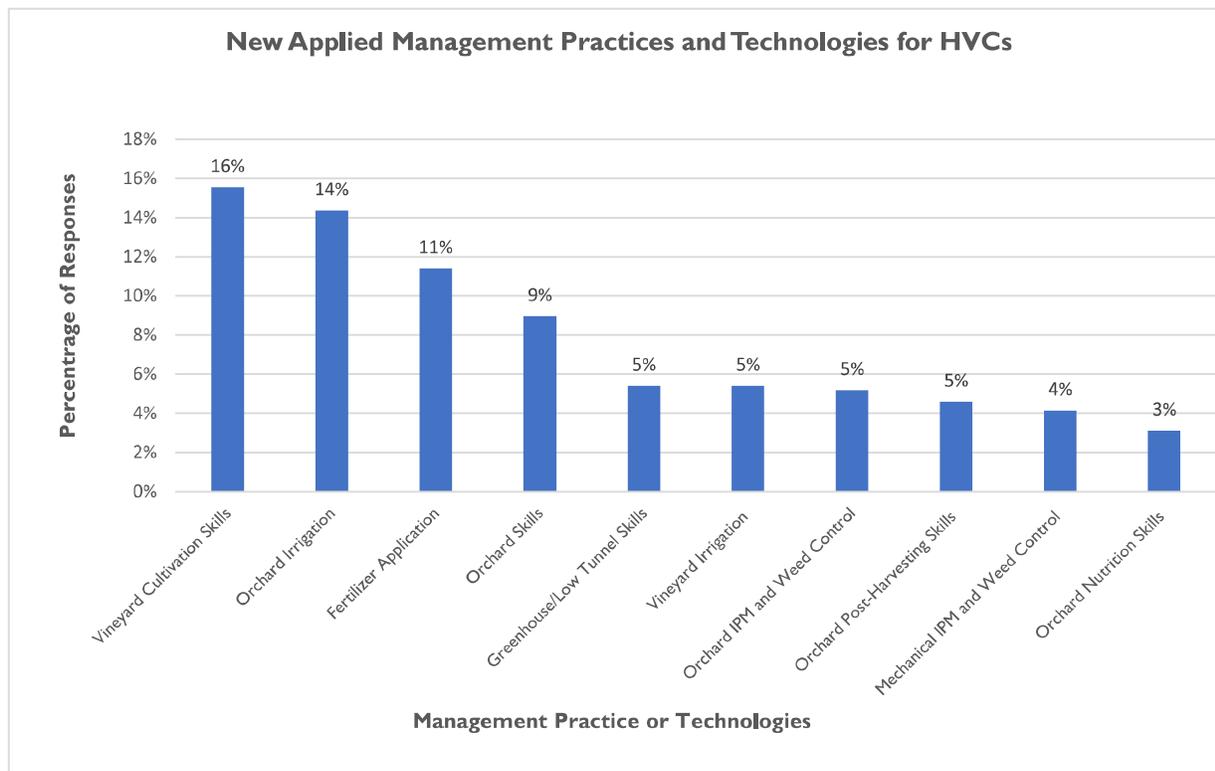
HVC Farmers Adopt New Management Practices and Technologies

During the reporting period, RADP-S surveyed 2,124 beneficiary farmers on their wheat and high value crop practices. Out of 2,124 surveyed farmers, 701 farmers applied new technologies and management practices solely for high value crops, and 272 farmers applied new technologies and management practices in both wheat and high value crops. In total, 973 farmers have applied new technologies and management practices for high value crops on a reported combined total of 862 hectares of land. Of those 973 farmers, 590 farmers planted high value crops for the first time.

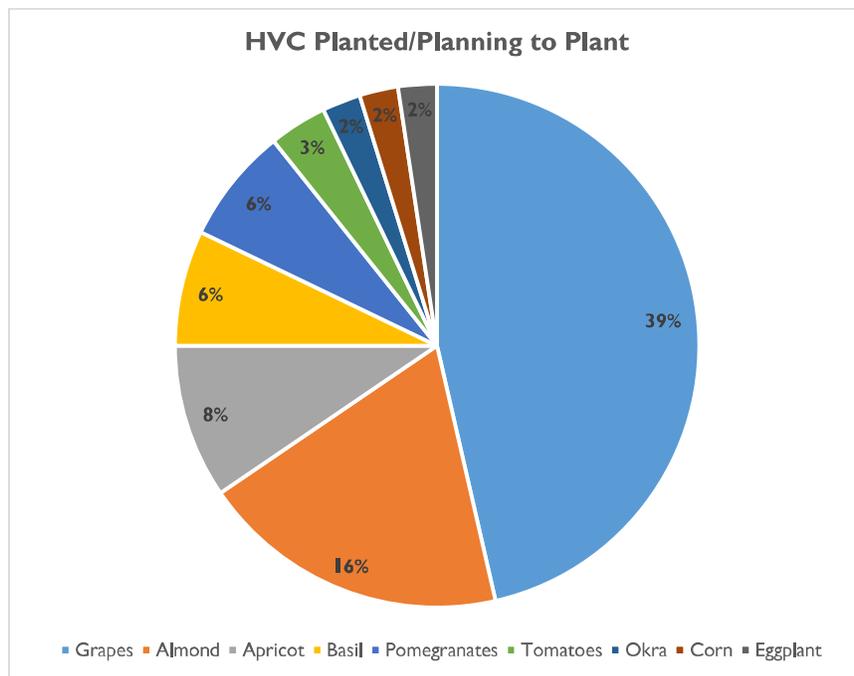
The following questions were asked of high value crop farmers: (1) Did you incorporate new technique(s) that was explained in the training related to HVC? (2) If yes, what are you doing differently because of the trainings? and (3) How many jeribs [under HVC] are you applying the new skills/techniques that you learned from the training?

The top seven new technologies and management practices applied are: (1) vineyard cultivation skills; (2) orchard irrigation; (3) high value crop fertilizer application; (4) orchard cultivation skills; (5) greenhouse/low tunnel vegetable cultivation skills; (6) vineyard irrigation; and (7) orchard IPM/weed control. The most frequent response cited new practices in vineyard cultivation skills, with the most highly applied vineyard cultivation skills related to vineyard establishment (spacing between saplings and land preparation). Farmers showed a strong interest in grape production in quarter two, with vineyard cultivation trainings attended by farmers at a slightly higher rate than for orchard or vegetable cultivation.

The diagram below illustrates the most frequent responses provided by farmers on new HVC management practices and technologies applied. Because RADP-S conducts an 18 course HVC curriculum across orchard, vegetable, and vineyard topics, the number of possible applied techniques are expansive. The seven most frequent responses are given, with some responses occurring less than five percent of the time provided to show the breadth of applied techniques.



In addition, a follow up question asked: Please name the HVC(s) that you have planted/or are planning to cultivate for the first time during the current season since you received training from RADP-S? Grapes was the most frequent response to the question, making up 39 percent, followed by almond (16 percent), apricot (8 percent), basil (6 percent), and pomegranates (6 percent). Other responses constituting three percent or less of responses included tomatoes, okra, corn, and eggplant. The high-demand market for table grapes and raisins in the south is likely a factor for farmers' interest in grape growing. RADP-S's farmer catchment area initiative and work with fruit traders and associations, described in the below section, seeks to connect farmers growing high value crops to the marketplace and increase their earning potential.



Farmers also applied new technologies and management practices for orchards at a high rate, with orchard irrigation, cultivation skills, and orchard IPM/weed control skills in the top seven new management practices applied. Farmer interest in improved tree crop cultivation is also likely due to the high earning potential from fruits like pomegranates, almonds, apricots, and figs. Orchard cultivation skills refer to establishment considerations like spacing and access to water. RADP-S introduced low-cost methods of water conservation that are not commonly practiced in the south, such as basin and furrow irrigation and mulching for tree crops. Basin and furrow irrigation techniques require farmers to manipulate land around the tree to create a depressed circle or channel, allowing water to concentrate on tree roots. This simple land preparation technique increases water absorption per tree and decreases water run-off.

Improved fertilizer application for all high value crops was applied at the third highest rate by farmers. Fertilizer is commonly used by farmers and accessible in the marketplace. However, the effective use of fertilizer by applying the right amount at the right time, together with safety issues, are new considerations reinforced through classroom and field demonstrations. Lastly, greenhouse/low tunnel vegetable cultivation was the fifth highest mentioned area of new technology applied. Low tunnels and greenhouses are not commonly adopted in the south but have the potential to significantly impact farmer incomes by increasing yields. RADP-S heavily promotes the use of low tunnels for rural farmers, and is encouraged to see positive feedback on the adoption of this new technology.

Increase the Commercial Viability of High Value Crop Agribusinesses

Roots Agriculture and Livestock Services Company Leads Private Sector Trainings



RALS demonstrates tree spacing for high density saplings on their demo plot in Kandahar City.

In February, the Roots Agriculture and Livestock Services Company (RALS) promoted its high density saplings to 140 farmers from Dand, Arghandab, Daman, and Panjwei districts of Kandahar province. RALS trained farmers in orchard establishment, water management, pruning and trellising, IPM, and post-harvest management on the company's one jerib demonstration plot in Kandahar City. The company utilized its high-density saplings during the trainings to promote more disease-resistant saplings which can bear fruit up to two years earlier than traditional saplings. RADP-S provided cost-shared support in the establishment of the demonstration plot, and provided technical oversight of the site

selection, sapling planting schedule, and the company's training curriculum. RADP-S will continue to partner with RALS through a business growth plan that seeks to take advantage of the company's new demonstration plot for business-to-farmer promotional events, training opportunities for new contract farmers, and field days.

Business-to-Farmer Promotional Events for High Value Agribusinesses

During the reporting period, six high value crop companies connected with 1,041 farmers in eight of 17 RADP-S targeted districts of Kandahar, Helmand, Zabul, and Uruzgan provinces. Each business spoke about the benefits of good agricultural practices, and the new tools and machineries, inputs, and technologies they offer to increase production and productivity of vegetables, tree crops, and grapes. The business-to-farmer promotional events were well-received by farmers, agribusinesses, and Directorates of Agriculture, Irrigation and Livestock. In Zabul province, the DAIL Director praised the value of RADP-S activities increasing awareness among rural farmers on new agricultural technologies and agribusinesses able to provide an array of services. Below are the high value crop companies that connected with farmers on RADP-S demonstration farms (the content of their business presentations were highlighted above), and resulting sales:

Business-to-Farmer Demo Farm Promotional Events in Quarter Two				
Agribusiness	Promoted Products and Services	Farmers Reached	Sales to RADP-S Farmers	Demo Farm Location
Shahab Sameer Construction Company	Low Tunnels	194	N/A	Dand, Panjwei- Kandahar Tirin Kot- Uruzgan Qalat- Zabul
Sahrai Brothers Group	Saplings and Orchard Tools	137	10,000 AFN (\$147)	Daman- Kandahar Lashkar Gah, Helmand Tirin Kot- Uruzgan Qalat- Zabul

Atiq Nasrat Logistic Company	Vegetable, orchard, and grape maintenance and harvest tools	93	N/A	Arghandab, Zheri- Kandahar
Da Waghaz Construction Company	Solar Dehydrators	169	N/A	Dand and Panjwei- Kandahar Tirin Kot- Uruzgan Lashkar Gah- Helmand
	Urea and DAP	151	N/A	Dand- Kandahar Lashkar Gah- Helmand Tirin Kot- Uruzgan Qalat- Zabul
Ahmad Baryali Improved Seed Company	Drip Irrigation Equipment, T-Trellises, and Fertilizer	119	630,000 AFN (\$9,264)	Qalat- Zabul
TOTAL HVC FARMERS REACHED AND SALES		1,041	640,000 AFN (\$9,411)	In 8 out of 17 target districts

RADP-S Agribusiness Partners at Dubai Gulfood 2016 and Furthering International Deals

From February 21-25, RADP-S in coordination with the Afghan Trade and Revenue Project (ATAR) and Commercial Horticulture and Agricultural Marketing Program (CHAMP) attended Gulfood 2016, one of the largest exhibitions of food and hospitality trends in the world. Though there were difficulties in procuring visas for Afghan nationals to enter the UAE, two RADP-S supported agribusinesses attended the show, Afghan Red Pomegranate Company and Rational Company, with RADP-S exhibiting products for four other companies (Al Rahman Al Rahman, New Yaquobi Ltd, Abozar Women Agribusiness Company, and Maher Hamza Lt). Gulfood gave the companies an opportunity to showcase their unique goods to a global market of traders and suppliers.

The Afghan Red Pomegranate Company found markets in both Dubai and South Korea, to supply 6,000 tons of pomegranates worth \$9 million USD. RADP-S began working with Afghan Red Pomegranate in March to connect with pomegranate growers (through the farmer catchment area) and other traders in Kandahar in order to meet this demand. During the reporting period, with RADP-S assistance, Afghan Red Pomegranate also signed a contract with Canadian retailer Dollarama for a trial order of 206,000 bottles of 500 milliliter pomegranate juice and 206,000 bottles of 500 milliliter bottles of red grape juice. Dollarama has over 900 outlets in Canada. The agreed price is \$0.81 per bottle of pomegranate juice and \$0.49 per bottle of red grape juice, with the total value of the trial order coming to \$267,800. Dollarama is expected to place a standing order of 600,000 bottles per month (300,000 of each type of juice) if the trial shipment is successful. Afghan Red Pomegranate is in the process of negotiating an additional contract with an undisclosed United States retailer that reportedly has 600 outlets in Nevada and surrounding states.

Businesses Connect with Local Farmers at the Kandahar AgFair

In March, the Kandahar and Helmand Directorates of Agriculture, Irrigation and Livestock held provincial AgFairs to celebrate the Afghan New Year and National Farmers' Day. In Kandahar, RADP-S collaborated with the USAID-funded Kandahar Food Zone (KFZ) project and coordinated the participation of 10 Kandahar-based agribusinesses. The Panjwei District Governor emphasized the importance of showcasing new technologies to increase production and ultimately incomes for Kandahar farmers. Three supported businesses (Kanda Fruit Processing Company, Mahindra and Mahindra, and Sardar Zai Improved Seed Company) made formal presentation to farmers on their products and services. RADP-S supported companies reached a total of 2,990 farmers through marketing and promotional materials during the AgFair.



RADP-S Supported Agribusinesses at the Kandahar AgFair			
	Kandahar Agribusiness	Promoted Products and Services	Farmers Reached
1	Ahmad Baryali Improved Seed Company	Improved wheat and vegetable seeds	280
2	Kanda Fruit Processing Company	Pomegranates and pomegranate arils	350
3	Mahindra & Mahindra	Tractors and other machinery	470
4	Afghan Maldar Dairy Products	Milk, butter, yogurt	390
5	Sardar Zai Improved Seed Company	Improved wheat seeds	190
6	Afghan Red Pomegranate Company	Fruit and vegetable juices	450
7	Yaran Ice Cream	Ice cream	230
8	Rational Masala Spices Company	Spices	200
9	Mostamand Etihad Company	Animal feed and medicines	180
10	Afghan Sadaqat Chicken Slaughterhouse	Broilers	250
TOTAL FARMERS REACHED			2,990

Helmand Associations Connect with Farmers at the Helmand AgFair

The Helmand AgFair was held in Lashkar Gah City. RADP-S assisted DAIL by providing banners highlighting the importance of the fair and Helmand agricultural products. In addition, RADP-S invited the following Helmand associations and businesses to participate in the AgFair:

- Helmand Fruit Sapling Production Association
- Bost Agriculture and Livestock Association
- Helmand Input Supplier Association
- Helmand Agriculture Services Association
- Helmand Poultry Business and Farm
- Association of Helmand Beekeepers

After participating in the Helmand AgFair, the Helmand Fruit Sapling Production Association was able to sell the remainder of its sapling stock to farmers who stopped by their booth or heard of their product through word of mouth. The Helmand Fruit Sapling Production Association estimated total sales of 6,000,000 AFN (\$88,235) as a result of its participation in the AgFair. After the success of the AgFair, the Helmand Fruit Sapling Production Association will work with RADP-S to promote their saplings on RADP-S demonstration farms, with a focus on their unique peach varieties.

“Last year, almost half of our saplings were unsold. This year, after participating in the Helmand AgFair with RADP-S, we connected with local farmers and sold the remaining saplings the following week!”

- Hajji Ahmad, Chair of the Helmand Fruit Sapling Production Association

Business-to-Business Opportunities at the Kabul AgFair

From March 20-23, the Kabul AgFair drew thousands of visitors, with displays of new agricultural tools, products, and produce. Visitors included President Ashraf Ghani, the MAIL Minister, and provincial DAIL officials. RADP-S supported booths and promotional materials for 11 high value crop companies. The companies and any potential deals made as a result of participation in the Kabul AgFair are detailed below:

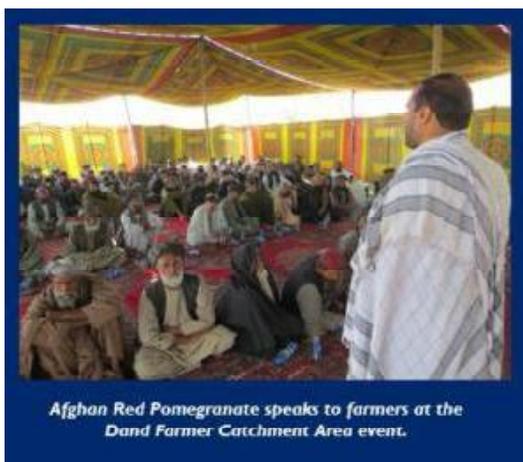
High Value Crop Businesses at the Kabul AgFair				
	HVC Agribusiness	Products and Services	Location of Business	Value of Potential Deals
I	Farah Farhat Faizi Co. Ltd	Jams, Jellies, Pickles, Chutneys	Kabul	15,000 AFN (\$221)
2	Abozar Women Agribusiness Company	Fresh and Dried Fruit Exporter	Kandahar	N/A
3	Zarghoon Badloon Agricultural Research and Extension Company	Chemical and organic fertilizer	Kandahar	N/A
4	Mahindra and Mahindra Agricultural Machinery Company	Agricultural Equipment and Machinery	Kabul, Kandahar	N/A
5	Rational Masala	Spices, Seasonings	Kandahar	5,000 AFN (\$74)
6	Kanda Fruit Processing	Fresh and dried fruit trader	Kandahar	N/A
7	Roots Agriculture Livestock Services Company	High density saplings	Kandahar	2,244,000 AFN (\$33,000)
8	Afghan Red Pomegranate Company	Fruit and Vegetable Juices	Kandahar	N/A
9	Kanda Fruits Company		Kandahar	N/A
10	Afaq Jam and Jelly Factory	Jams, Pickles, Chutneys, and Dairy Products	Kandahar	5,000 AFN (\$74)
11	Afghan Women Agriculture and Animal Science Co.	Fresh Fruit, Jams, Jellies, Chutneys	Kandahar	2,000 AFN (\$29)
TOTAL VALUE OF POTENTIAL DEALS				2,271,000 AFN (\$33,398)

The Roots Agriculture Livestock Services Company connected with a farmers' association from eastern Afghanistan interested in the company's high density saplings. The farmers' association

requested 55,000 high density saplings from RALS, valued at 2,244,000 AFN (\$33,000 USD). RADP-S will follow up on the results of the verbal deal with RALS. Smaller sales by the other participating companies were made from selling their products at the fair.

Dand Farmer Catchment Area Links Pomegranate Growers with Agribusinesses

On March 9, the RADP-S Value Chain Unit brought together three fresh fruit processing companies, 145 RADP-S trained farmers, the Dand and Daman Farmer Association, DAIL extension agents, and RADP-S technical staff in a farmer catchment area event. The Dand farmer catchment area emphasized the potential for enhanced commerce through greater connectivity between farmers, businesses, DAIL, and project staff concentrated around a RADP-S demonstration farm that will act as a point of sale location between farmers and businesses. The farmers attending the event had been trained by RADP-S in best practices for growing tree crops, live within the vicinity of the RADP-S demonstration farm, and expressed an interest in connecting with fruit traders. RADP-S Production and Productivity Post-Harvest Specialists greeted the farmers and stressed the importance of ensuring clean orchard conditions, proper irrigation to reduce pomegranate cracking, and the correct maturity level for harvesting as it gets closer to pomegranate harvest in September. The Kandahar DAIL Extension Manager discussed DAIL extensions services, especially related to identifying and diagnosing pests and diseases. Dand and Daman Farmer Association representatives provided information on fees and advantages for farmers interested in joining the association.



The Kandahar City-based Kanda Fruit Processing Company, Afghan Red Pomegranate, and the Al Rahman Al Rahim Ltd. Company representatives made presentation and met with farmers in small groups to discuss the types of fruits the companies were looking for and contracting opportunities. All companies were interested in pomegranates. The Kanda Fruit Processing Company stressed the differences between grade A and grade B pomegranates and reinforced the importance of proper irrigation to reduce pomegranate splitting. Afghan Red Pomegranate told farmers the company would accept both grade A and grade B pomegranates and added that the

company would also arrange logistical support and transportation for farmers to reduce the risk of damage during transport. The Al Rahman Al Rahim Company is looking for fresh pomegranates, grapes, raisins, and apricots for export. The Afghan Red Pomegranate company connected with a farmer with 300 pomegranate trees in a nearby village, with discussions underway on a potential forward contract.

Business Growth Conferences and Business Growth Plans

In January, the RADP-S Value Chain Unit held a Business Growth Conference for seven Kandahar-based high value crop agribusinesses. In February, 21 fresh and dried fruit traders attended a RADP-S Business Growth Conference. During the conferences, the Value Chain Unit

presented on the importance of market positioning and negotiations, how to pursue advanced contracts with farmers, developing a market niche, and marketing and promotional opportunities. RADP-S introduced the business growth plan model which combines technical assistance and cost-shared support. One-on-one consultations between businesses, traders, and Value Chain Specialists outlined major challenges and constraints for the company. Businesses submitted business growth plans throughout February and March for review and finalization with RADP-S.

In March, RADP-S held a Business Growth Conference in Lashkar Gah, Helmand for 30 agribusinesses, 24 of which were high value crop companies. Business growth plans are under development for Helmand businesses, with the initial focus for many of the companies on connecting with local farmers to develop forward contracts, operations and financial management support, and investments in new technology. A list of HVC companies working with RADP-S can be found in Annex 6.5.

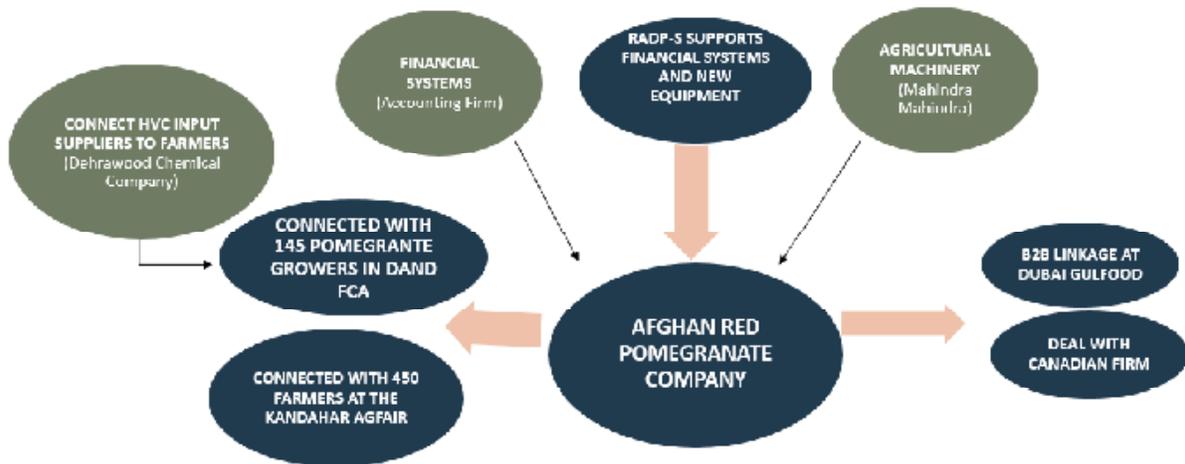
The table below details the most up-to-date information on RADP-S business growth plans with high value crop agribusinesses. In March, business growth plans were reviewed for Kandahar agribusinesses. RADP-S staff followed up with each company by visiting their site locations, reviewing financial recordkeeping practices, and analyzing the business's potential to commit to their business growth plan initiatives. As a result of these meetings, some businesses were removed from consideration for the following reasons: the business was unable to demonstrate a revenue stream or the company did not demonstrate the capacity to uphold its proposed business growth plan activities.

RADP-S and High Value Crop Business Growth Plan Partnerships						
	Agribusiness	Location	Type of Business	Opportunity	Business Growth Plan Tactics	Status
1	Afghan Red Pomegranate	Kandahar	Fruit and Vegetable Juice Processor	Expanding international market reach; improving production through new technologies	Facilitation of B2B opportunities and cost-shared support for stronger accounting systems and refrigeration systems	BGP under review
2	New Sardar Afghan	Kandahar	Dried Fruit Trader	Market expansion; production development; improved financial management	Facilitation of B2B opportunities and cost-shared support for financial management technical assistance and raisin cleaning equipment	BGP under review
3	Al Rahman Al Rahman	Kandahar	Fresh Fruit Exporter	Market expansion; production development; improved financial management	Facilitation of B2B opportunities and cost-shared support for accounting systems and packaging machinery	BGP under review
4	Dehrawood Chemical Providing Company	Kandahar	Agrochemical and Machinery Supplier	Market expansion; business promotions; improved financial management	Cost-shared support for strengthening accounting systems and business promotions	BGP under review
5	Roots Agriculture Livestock Services	Kandahar	Sapling Provider	Wider market reach; product, services promotions	Business growth plan being drafted by the company.	BGP ongoing

6	Zarghon Badloon Agriculture Research and Extension	Kandahar	Chemical and organic fertilizer	Expanding market reach; improving product quality/standard	Business growth plan being drafted by the company.	BGP ongoing
7	Amin Karim Group	Kandahar	Improved packaging materials	Improved production practices, new technologies	Business growth plan being drafted by the company.	BGP ongoing
8	Farah Farhat Faizi Co. Ltd	Kabul	Jams, Jellies, Pickles, Chutneys	Improved production practices, market expansion	Business growth plan being drafted by the company.	BGP ongoing
9	Moheb Mohamad Shah Dried Fruit trader	Kandahar	Dried Fruit Trader	Market expansion; improved production through new technologies	Business growth plan being drafted by the company.	BGP ongoing
10	Shahla Shokoria Food Processing	Kandahar	Jams, Jellies, Chutneys	Improved production through new technologies	Business growth plan being drafted by the company.	BGP ongoing
11	Afghan Women Agriculture	Kandahar	Jams, Jellies, Chutneys	Market expansion, improved production techniques	Business growth plan being drafted by the company.	BGP ongoing

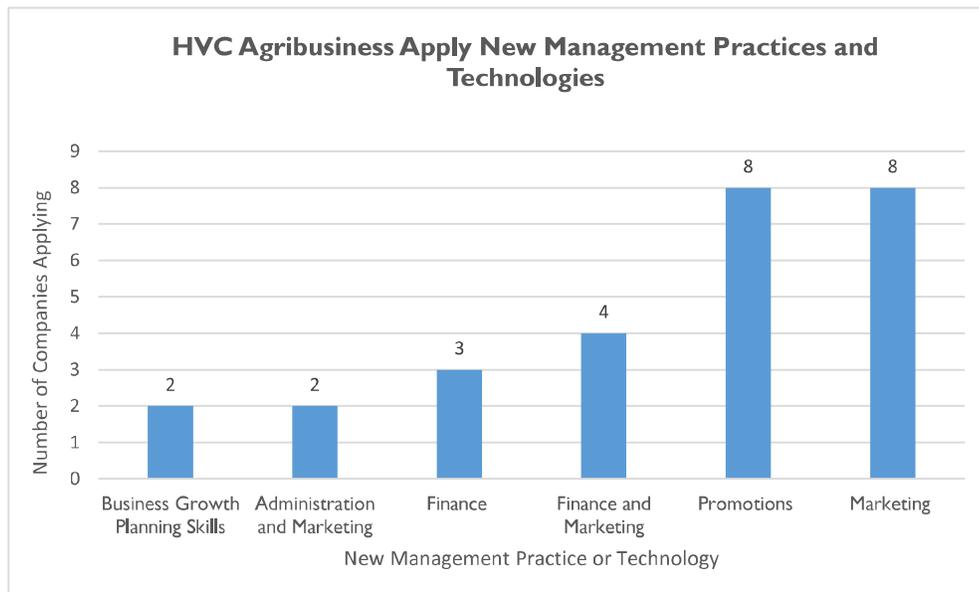
HVC Agribusinesses Strengthen Upstream and Downstream Linkages

In quarter two, RADP-S partnered with several high value crop companies to strengthen both upstream and downstream linkages, working on multiple levels to support the business in connecting with farmers, facilitating business-to-business opportunities, and strengthening the company's financial and management capacity through upcoming business growth plan initiatives. RADP-S highlights the Afghan Red Pomegranate Company which has shown significant commitment to investing company resources to identify opportunities (such as attendance at Dubai Gulfood and AgFairs), participates in knowledge-sharing events with downstream partners (Dand FCA), and is willing to cost-share investments in new technology (such as cold storage technology). Green circles in the diagram represent other areas of RADP-S interventions not directly connected to Afghan Red Pomegranate, but to other actors in the value chain which will provide both direct and indirect benefits to the company. Afghan Red Pomegranate Company has the potential to create a market niche in Kandahar province, the province with the largest production of the iconic fruit.



High Value Crop Agribusinesses Adopt New Management Practices and Technologies and Increase Sales

RADP-S surveyed 85 businesses participating in RADP-S supported activities in quarter two. Twenty-seven high value crop businesses reported applying new management practices or technologies after participating in RADP-S activities and 12 high value crop companies reported increased sales as a result of RADP-S support. The most commonly applied management practices and technologies fell into the following categories: (1) marketing, (2) promotions, (3) finance and



marketing (4) finance and marketing, and (5) finance. An overview of companies applying new business growth practices and increased sales are found below:

The 27 high value crop companies that applied new management practices and technologies applied most commonly stated the implementation of the following strategies: (1) implementation of marketing analysis/growth plan; (2) implementation of a financial management plan (including newly applied computerized or handwritten recordkeeping and double entry accounting); (3) implementation of an internal business growth plan; and (4) the use of radio commercials. Twelve companies implemented a variety of these strategies and increased sales by a combined 43,885,000 AFN (\$645,375). More information on management practices and technologies applied for HVC agribusinesses can be found in Annex 6.5.

HVC Agribusiness New Management Practices, Technologies, and Sales					
	Agribusiness	Location	Business Growth Area	Applied New Management Practice or Technology	Increased Sales
1	Zarghon Badloon Agriculture Research and Extension Company	Kandahar	Administration and Marketing	Attended a BGC and implemented an operations and marketing growth plan	600,000 AFN (\$8,824)
2	Safa Ahmadi Agri Input Company	Helmand	Finance and Marketing	Attended BGC and implemented new advertisements and financial plan	500,000 AFN (\$7,353)
3	Abdul Bari Trading Company	Kandahar	Finance and Marketing	Attended a BGC and purchased a computer for recordkeeping and created promotional materials	1,370,000 AFN (\$20,147)
4	Al Rahman Al Rahim	Kandahar	Finance and Marketing	Attended a BGC and improved its financial records and attended AgFairs and FCA to market the company	5,000,000 AFN (\$73,529)
5	Bibi Fatima, Businesswoman	Kandahar	Administration and Marketing	Attended a BGC and created a marketing plan and quality control plan for pickling to improve quality	2,500 AFN (\$37)
6	Haji Helmand Agriculture Company	Helmand	Promotions	Applied new marketing strategy by airing a radio commercial on RADP-S radio	255,000 AFN (\$3,750)
7	Haji Nader Khapalwak Company	Kandahar	Promotions	Applied new marketing strategy by airing a radio commercial on RADP-S radio	1,209,000 AFN (\$17,779)
8	Mohammad Shakir Agricultural Company	Uruzgan	Promotions	Applied new marketing strategy by airing a radio commercial on RADP-S radio	1,100,000 AFN (\$16,176)
9	Ahmad Baryali Improved Seeds Company	Kandahar	Promotions	Applied new marketing skills on Business-to-Farmer Events	630,000 AFN (\$9,265)
10	Sahrai Brothers Group	Kandahar	Promotions	Applied new marketing skills on Business-to-Farmer Events	10,000 AFN (\$147)
11	Mohammadullah Flower and Nursery House	Uruzgan	Promotions	Applied new marketing strategy by airing a radio commercial on RADP-S radio	25,000 AFN (\$368)
12	Roots Agriculture and Livestock Company	Kandahar	Marketing	Increased B2B linkages through marketing opportunities	33,148,000 AFN (\$488,000)
TOTAL SALES OF HVC AGRIBUSINESSES					43,885,000 AFN (\$645,375)

Several companies had notable sales increases during the quarter. The Roots Agriculture and Livestock Company's reputation for high quality saplings, promoted through RADP-S AgFair attendance and marketing support, led to a large deal for the company. RALS has ties with 26 companies in Kabul, Kandahar, and Balkh provinces and sold saplings to 122 orchard farmers, totaling 43,885,000 AFN (\$645,275) in sales for the company.

The Al Rahman Al Rahim Company attended the Kandahar Business Growth Conference and learned about financial management and marketing initiatives to promote their businesses. The company began to diligently apply recordkeeping skills to track profits gains and losses. The Al Rahman Al Rahim Company also attended the Dubai Gulfood exhibition, AgFairs, and Farmer Catchment Area events as part of a renewed focus on marketing. Al Rahman Al Rahim noticed an increase in calls and interest in their fruit trading business in the last quarter. Through word of mouth, the company connected with a trader in Kabul who requested 30 metric tons of raisins. The company signed a contract with the Kabul trader worth 5,000,000 AFN (\$73,529), and is expecting more contracts with Kabul traders in the next quarter.

The Abdul Bari Trading Company applied lessons learned from the Kandahar Business Growth Conference and made improvements to their record keeping and marketing strategy. The company purchased a computer to digitalize all financial transactions and invoices. Abdul Bari Trading Company also created business cards (which they picked up from promotional strategies presented at the Business Growth Conference), and distributed them in Kabul. They were contacted by a Kabul trader who received their business card and finalized a deal for eight metric tons of raisins, worth 1,370,000 AFN (\$20,147). The company will initiate a more rigorous promotional strategy as a result of their recent success.

Radio promotions for high value crop businesses have made a major impact for three companies. RADP-S supported the writing, production, and broadcasting of commercial radio spots to demonstrate their potential to increase sales for companies, with an understanding from each company that future advertisements would be supported on cost-shared basis. The Haji Nader Khawalwak Company in Kandahar specializes in agricultural machinery and sold two tractors worth 1,209,000 AFN (\$17,779) total to customers stated they came into the shop after hearing the radio commercials. The Mohammad Shakir Agricultural Company in Uruzgan province sells various agricultural inputs, and made on average 150,000 AFN (\$2,206) to 200,000 AFN (\$2,941) per day. After the company's radio commercial aired, the company saw an increase of 45,390 AFN (\$668) in their daily sales, increasing their monthly sales to 1,100,000 AFN (\$16,176).

Lessons Learned During Implementation

Winter Vegetable Yields

During the reporting period, RADP-S harvested winter vegetables on the AMTEX demonstration farm, reflecting the production capacity on beneficiary farms. White radish production indicated a production capacity of 74,166 kilograms/hectare; followed by cabbage production at 46,000 kilograms/hectare, and spinach production at 35,256 kilograms/hectare. RADP-S's winter vegetable selection combined with the strategic use of low tunnels has yielded impressive results, with data from demonstration farms and beneficiary farms rolling in during the third quarter for further analysis.

Helping Producers Face the Market

The demonstration farm methodology of RADP-S was initially focused on beneficiaries and production numbers. With the advent of a facilitative value chain approach new mechanisms were brought to bear to engage farmers with enterprises using demonstration farm structures but more can be done to help farmers face the market and comprehend market opportunities and requirements. Wherever possible RADP-S will employ methods that correspond to best identified practices in alternative livelihoods development. In the remaining two quarters of FY 2016, RADP-S will pilot new forms of engagement with lead farmers and traders to enhance this aspect of the project's high value crop activities.

Major Planned Activities for Next Quarter

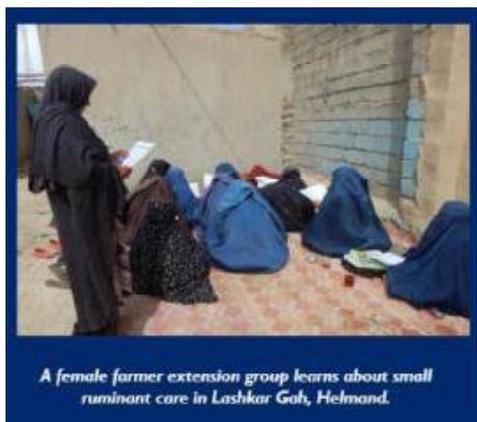
- In quarter three and four additional emphasis on trader connections for HVC communities will be made in order to enhance existing farmer to market connections for sale of fresh vegetables
- Additional emphasis on demand estimation for enterprises seeking business growth plan partnership
- Orchard Harvest and Post-Harvest Management Classroom Training
- Orchard Water Management/Post-harvest Demonstration Training
- Orchard Harvest and Post-harvest Management Demonstration Training
- Vegetable IPM and Weed Control/Postharvest Classroom Training
- Vegetable Water Management/Post-harvest Demonstration Training
- Vegetable Maintenance/Post-harvest Classroom Training
- Vineyard Nutrition /Post-harvest demonstration Training
- Vineyard Harvest and Post-Harvest Management Classroom Training
- Vineyard Harvest and Post-Harvest Demonstration Training
- Business Growth Conferences for High Value Crop Agribusinesses in Uruzgan and Zabul

2.2.3 Livestock Value Chain

Increase Incomes from Livestock

Farmer Extension Groups

Farmer Extension Groups (FEGs) are composed of 15-20 male and female members who are livestock owners and selected in consultation with shuras or community councils. They are learning groups who receive seven three-hour sessions, conducted over a period of three-and-a-half months, in detection, prevention, and treatment of animal diseases. Once they have completed the training package, FEGs will be capable of competently diagnosing, administering



A female farmer extension group learns about small ruminant care in Lashkar Gah, Helmand.

treatment and medication to their own flock, and increasing animal production and by-products for sale in the marketplace. Although they are not required to render services to the community, FEG members are nonetheless a good resource for farmers on livestock raising.

In January, a two week poultry training was provided to FEGs to conclude their trainings which began in year two. In February, 60 newly formed FEGs began the small ruminant herd health training package, totaling 1,497 members, 753 females and 744 males. The new FEG members were trained in detection, treatment

and prevention of diseases affecting small ruminant, including Enterotoxaemia and contagious caprin pleura pneumonia (CCPP). Enterotoxaemia is a common fatal disease among sheep and goats during the spring season in southern Afghanistan. FEG members were also trained on Foot-and-Mouth Disease (FMD), Peste des Petites Ruminants (PPR), Hemorrhagic Septicemia, Anthrax and Black Leg diseases. The trainings emphasize prevention, which can be done by observing proper animal care, hygiene, and vaccination.

Self-Help Groups

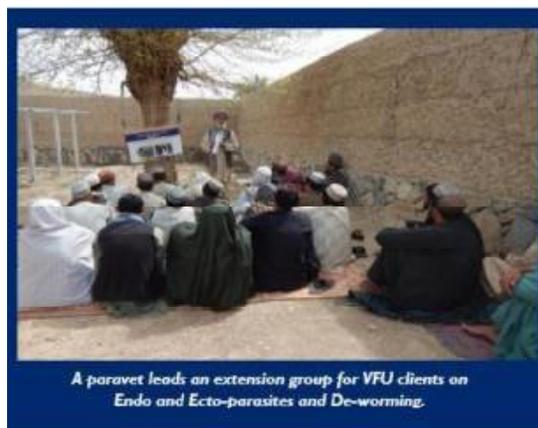
In February, DCA established ten Self-Help Groups (SHGs) – two in Dand, Kandahar; one in Daman, Kandahar; one in Arghandab, Kandahar; two in Qalat, Zabul; two in Lashkar Gah, Helmand; and two in Nahre Seraj, Helmand. SHGs are member-initiated microenterprise groups. A group is comprised of 20-30 women who have attended FEG trainings in Year 2. To establish the SHG, members elected leadership boards in March and started making periodic savings deposits to a common fund in the custody of the group-appointed leader, which will be used to start a small enterprise agreed upon by members. RADP-S, through DCA, will provide production and small business management training and support them with start-up materials such as milk-churning machines and hygiene kits. Traditionally, Afghan women tend the household livestock, raise backyard poultry, or grow kitchen gardens and livelihood opportunities in these areas where they have production expertise are natural choices for a business venture. Responsibilities and profits of the SHGs are divided among the members.

DCA extension agents made an educational trip to observe a successful Self-Help Group (SHG)

in the eastern province of Bamyan. DCA intends to replicate the SHG concept in the southern region as a means of expanding livelihood opportunities for women. The observers took note of factors that made the SHG in Bamyan successful, such as selecting the right product, undertaking market research, and receiving marketing support, especially during start up. They further learned that the most successful SHG projects have been in dairy and dairy by-products such as yogurt and *kroot*, a popular dried yogurt.

Veterinary Field Unit Extension Groups

Veterinary Field Unit Extension Groups are composed of 10-15 male members who are usually clients of the VFUs. This group is organized in order to raise the members' awareness of animal health and the services offered by the VFUs. This structure facilitates the dissemination of information of VFU-related activities and serves as direct links between the VFUs and farmers. Trainings are conducted by the paravets who conduct lessons once a month for a period of four months. Paravets receive regular refresher trainings from DCA, reinforcing their knowledge base and training capacity. Although they are not required to do so, VFU extension group members may serve as an information resource of other farmers in the village on matters pertaining to livestock health and VFU services. During the reporting period, a total of 541 farmers were trained through VFU extension groups. The paravets led sessions on winter feeding, feed storage, and the importance of quality feed to maintaining animal health, including detection, prevention, and control of Enterotoxaemia and CCPP through vaccinations.

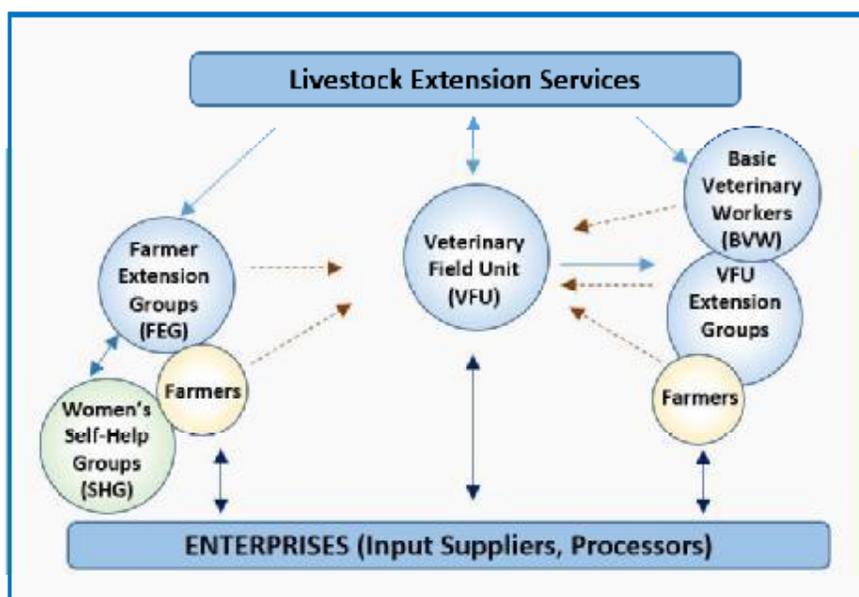


The RADP-S Livestock Extension Program

The interlocking relationships of various groups covered by RADP-S livestock extension services are captured succinctly in the graph above. At the core of the livestock extension program are the VFUs. In the districts, VFUs become the center point of livestock care and animal health. To widen the reach of animal services farther along to villages and to make technology transfer and information dissemination more efficient, three groups were created: 1) FEGs, with male and female farmers as members; 2) VFU Extension Groups, which are comprised of male VFU clients; and 3) Basic Veterinary Workers who service farmers in very remote areas and recommend serious cases to VFUs. FEGs, VFU Extension Groups, and BVWs serve as technology/information channels to farmers in their immediate community. They also connect farmers with services of the VFUs.

Reaching farther out of their immediate sphere, the VFUs, FEGs, SHGS, and VFU Extension Groups directly relate with upstream and downstream entities of the livestock value chain, or with enterprises that provide livestock inputs and firms that use the end products of livestock

producers/farmers. While FEGs and SHGs are explicitly formed to organize farmers into producer groups able to produce and sell livestock and animal by-products as collective entities, VFU extension groups are focused on promoting VFU services and animal health. The value chain relationship between livestock farmers and enterprises is further explained in the section “Increasing the Commercial Viability of Livestock.”



VFU and Demonstration Farm Connections

In quarter two, 25 VFUs reached a total of 878 livestock farmers during trainings at 25 demonstration farms across the four provinces. The paravets promoted animal husbandry services and supplies offered by the VFUs and encouraged the farmers to seek early consultation in order to prevent the spread of diseases across the livestock population in the village. At the trainings, farmers learned about symptoms and effects of diseases commonly occurring in their area and were taught how to prevent and treat them. Farmers further learned wintertime care for animals, winter feeding and feed storage. Twenty VFUs reported increased sales as a result of interactions with RADP-S farmers, totaling 116,000 AFN (\$1,706) in quarter two.

Reduce Livestock Mortality

Animal Health Services

RADP-S supported VFUs vaccinated 233,594, medicated 157,680 and performed other health services on 2,664 small and large ruminants and poultry. In southern Afghanistan, the commonly occurring animal diseases include anthrax, enterotoxaemia, hemorrhagic septicemia, FMD, PPR or goat plague, Shoats pox, and Newcastle disease. Diagnosis and treatment of livestock diseases are rendered by the 59 VFUs supported by RADP-S. Of the 59 VFUs, 23 were already existing,

35 were newly established by RADP-S in year two, and one newly established in year three. The VFUs sell high-quality animal medicines and nutritional supplements, and provide authoritative information about animal care and nutrition. The VFUs distribute information materials developed by DCA, which are graphically illustrated to communicate to farmers with low literacy levels. Insurgency incidents in March caused the closure of some roads in Uruzgan affecting the operations of three VFUs in the region and the delay in the submission of their M&E information.

Deworming Campaign

RADP-S conducted a deworming campaign across 14 districts in Kandahar, Helmand, Uruzgan and Zabul. RADP-S offered a subsidy in order to benefit as many farmers as possible, especially herders who cannot afford the treatment. Farmers only paid 10 percent of the full cost of the deworming drugs and VFU services. The deworming campaign treated a total of 19,931 farm animals.

Establishing VFU Clientele

In quarter two, the 59 RADP-S supported veterinary field units (VFUs) serviced more than 1,000 livestock growers in 14 districts across the provinces of Helmand, Kandahar, Uruzgan and Zabul. VFUs are private, sustainable animal clinics that provide veterinary services and supplies and serve as knowledge centers for farmers. VFUs are owned by paravets or individuals who have trained and passed the rigorous six-month paravet course conducted by RADP-S key implementing partner Dutch Committee for Afghanistan (DCA). The results below are actual counts of clients from the logbooks of 37 of the 59 RADP-S-supported VFUs. A VFU client is defined as an individual who has received VFU services during at least two separate visits to the VFU. As of reporting time, the logbooks from 22 VFUs have not been received, including logbooks from Uruzgan, whose operations were affected by ongoing military operations. These numbers will be updated in the succeeding reporting period to accurately reflect the services provided by the VFUs.

VFU Beneficiaries in Quarter Two			
Province	No. of VFUs	No. of Districts	Verified Direct Beneficiaries of VFUs in Quarter Two
Helmand	21	4	291
Kandahar	16	5	319
Uruzgan	17	2	321
Zabul	5	3	95
Total	59	14	1,026

Training of New Paravets

The six-month theoretical and practical training for 13 new paravets that started at the beginning of quarter was conducted according to schedule and will continue through June. The paravet training course is done at DCA's Charikar Veterinary Training and Support Center in Parwan Province. The intensive course, which is a requisite to operating a VFU, prepares the paravets to

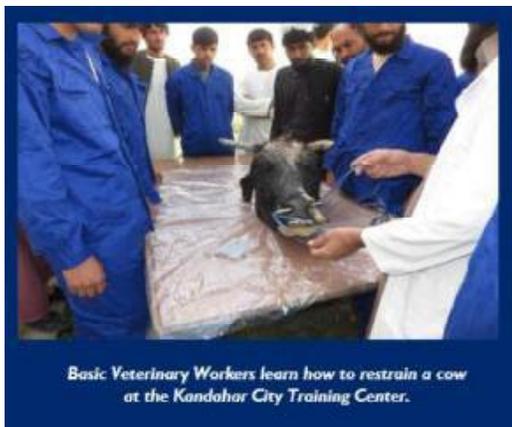
handle the business, technical and service aspects of operating an animal clinic. Theoretical and hands-on lessons included clinical diagnosis, mathematics for veterinary purposes, diagnostic and therapeutic techniques, small and large animal anatomy and physiology, understanding the cause of bacterial, fungal, and parasitic diseases, and animal husbandry practices. The paravet training course will end in June, at which time, they will receive a VFU start-up kit to begin operating their veterinary field unit.

One paravet from Helmand who started the paravet course last year successfully concluded the program in December. In March, the paravet was provided a VFU kit that includes veterinary equipment, clinic furniture, a cold storage and a motor bike during a ceremony, which coincided with the opening of his new VFU in Yakhchal Village in Nahri Saraj District of Helmand. This clinic became the 59th VFU being supported by RADP-S.

Refresher Training for Paravets

In February DCA conducted a five-day refresher course for 16 paravets on poultry care. Major topics of the training included poultry raising, small scale poultry farming, poultry feed, common poultry diseases, and vaccination techniques for poultry. Understanding small scale poultry layouts and farming allows paravets to provide guidance to farmers on reducing the spread of disease through changing farming systems and adopting more hygienic practices. A second five-day refresher training course was held on the differential diagnosis of zoonotic diseases for 17 paravets. The course focused on the clinical signs, diagnosis, control, transmission, and prevention of FMD, render pest disease, CCPP, brucellosis, and PPR disease, among others.

Training for Basic Veterinary Workers



Basic Veterinary Workers learn how to restrain a cow at the Kandahar City Training Center.

During the reporting period, 20 basic veterinary workers (BVW) graduated from the standard four-week training program developed by DCA. BVWs are situated in very remote villages, and provide basic animal care services for farmers who cannot easily access professional veterinary clinics, usually located in district centers. BVWs are connected to the nearest VFU, and refer serious cases, like those involving surgery, to paravets.

The new BVWs include seven from Kandahar, five from Helmand, four each from Uruzgan and Zabul. BVW kits were distributed to the new graduates at events attended by DCA, RADP-

S, and DAIL officials; each kit contains 16 veterinary care apparatus like forceps, syringes, scissors, sterilizers, and various needles. Distribution of the BVW kits for Helmand was postponed to April at the request of DAIL so that a provincial officer can participate in the ceremony. The kits for Uruzgan will likewise be distributed on the first week of April.

Increasing the Commercial Viability of Livestock Agribusinesses

Livestock Agribusinesses at the Kandahar and Kabul AgFairs

During the reporting period, RADP-S supported the participation of the Afghan Maldar Dairy Products Company and Yaran Ice Cream at the Kandahar AgFair where the companies reached 620 farmers interested in providing milk for Afghan Maldar Dairy butter and yogurt products and the array of ice cream flavors offered by Yaran Ice Cream.

At the Kabul Agfair the Afghan Sadaqat Chicken Slaughterhouse, the Yaran Ice Cream Company, and Afghan Fatimi Poultry and Dairy Production Company met with farmers, farmers associations, and other businesses to describe their products and services and discuss potential deals. The Afghan Sadaqat Chicken Slaughterhouse connected with the Nutrition and Education International, Inc., a company interested in supplying feed to Afghan Sadaqat and will provide a sample for them to review. Afghan Sadaqat also coordinated with a company in Herat looking for poultry feed, and Afghan Sadaqat will send the Herat company a sample. Yaran Ice Cream coordinated with the Herat Livestock Development Union, a RADP-W supported business, to potentially supply 4,000 liters of milk a day to Yaran Ice Cream. The Herat Livestock Development Union will send a sample to Yaran Ice Cream.

The Afghan Sadaqat Chicken Slaughterhouse reported sales of 4,000,000 AFN (\$58,823) from its RADP-S supported attendance at AgFairs throughout the quarter, where the company made deals with new point of sale locations for its frozen chicken products.

Business Growth Conference and Business Growth Plans for Livestock Agribusinesses

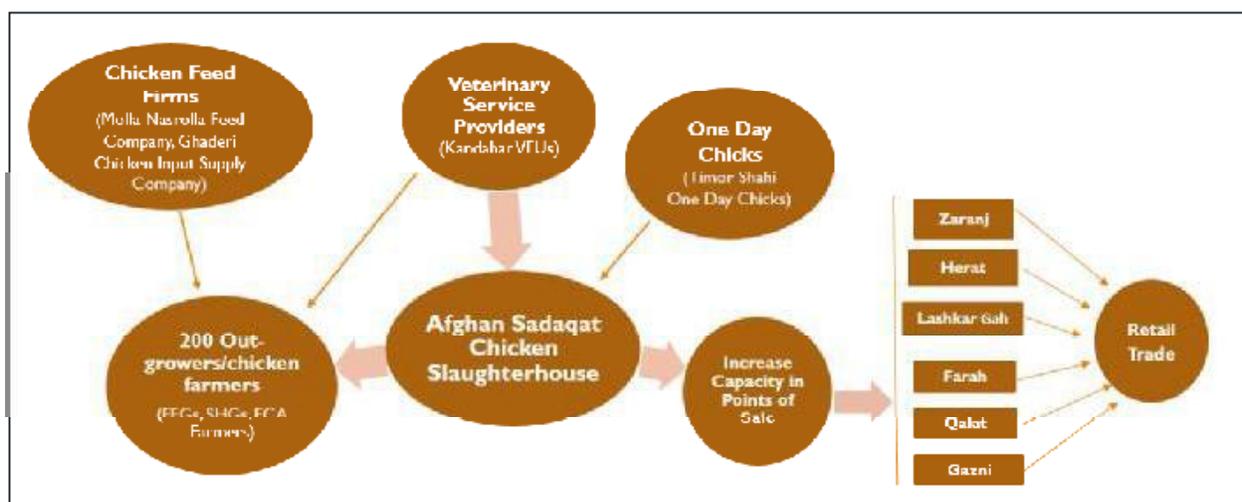
In January and February, RADP-S invited ten livestock agribusinesses and eight paravets to attend Business Growth Conferences and begin to outline business growth plans that identify critical supply or demand gaps for the businesses and address operational and financial needs to increase the profitability of the company. In February and March, RADP-S reviewed the business growth plans, with the most up-to-date information their progress below:

RADP-S and Livestock Business Growth Plan Partnerships						
	Agribusiness	Location	Type of Business	Opportunities	Business Growth Plan	Status
1	Afghan Sadaqat Chichen Slaughterhouse	Kandahar	Poultry	Improving production systems, market reach, financial management system	Cost-shared support for improved accounting systems, cold storage, and business promotion	BGP under review
2	Timor Shahi One Day Chicks	Kandahar	Poultry	Expanding market reach, improving financial management system	Facilitate B2B linkages and cost-shared support for improved accounting systems	BGP under review
3	Mostamand Etihad Company	Kandahar	Animal Feed, Input Supplies	Implementing business promotions campaign, improving production systems; improving financial management systems	Cost-shared support for improved accounting systems; raising farmers' awareness/ training; cold storage for vaccinations; milling and packaging machinery	BGP under review

4	Afghan Maldar Dairy Productions	Kandahar	Dairy	Utilizing new technologies to improve production	Cost-shared support for homogenizer and automatic cup sealing machinery	BGP under review
5	Yaran Ice Cream	Kandahar	Ice cream	Improving production techniques through training and investment in modern capital equipment; improving financial systems	Cost-shared support for improved accounting systems; farmer's awareness/training on milk collection; equipment for collection sites	BGP under review
6	Mia Sab Dairy	Kandahar	Dairy	Increasing production volume through modern machinery; product marketing; improving financial management systems	Cost-shared support for strengthening accounting systems; machinery to increase milk production; promotional support	BGP under review

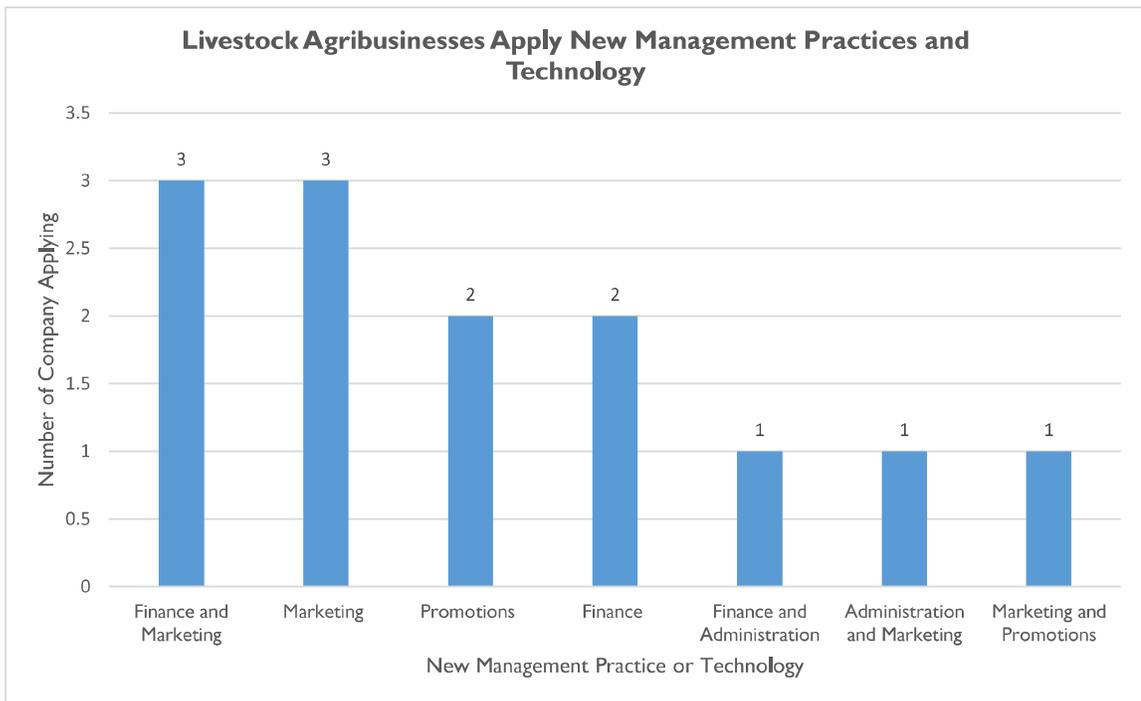
Poultry Cluster Approach for Kandahar Livestock Agribusinesses

Through the business growth plan development process, RADP-S will connect businesses dependent on each other through business to business linkages facilitated by RADP-S Value Chain Specialists. The below diagram shows the set of relationships between the Afghan Sadaqat Chicken Slaughterhouse and its input suppliers, out-growers, veterinary care services, and point of sale locations. Businesses named in the diagram are identified partners that will develop their own business growth plans in order to strengthen linkages with a company like Afghan Sadawt. RADP-S works with businesses along the poultry value chain in various capacities to strengthen each business' ability to connect with new partners and meet demand by increasing internal efficiencies in financial and operational management and supporting new technologies capable of meeting production demands.



Livestock Agribusinesses Adopt New Management Practices and Technologies and Increase Sales

RADP-S surveyed 67 businesses, of which 13 livestock agribusinesses indicated applying a new management or technology, and nine companies increased sales as a result of participating in RADP-S activities or events. The applied new management practices and technologies all into the following four major categories: (1) finance and marketing, (2) marketing, (3) promotions, and (4) finance. An overview of livestock agribusinesses applying new business growth practices and increased sales are found below:



The 13 livestock companies that applied new management practices and technologies applied most commonly stated the implementation of the following strategies: (1) implementation of marketing analysis/growth plan; (2) implementation of a financial management plan (including newly applied computerized or handwritten recordkeeping and double entry accounting); and (3) increased business-to-business engagements. Nine companies implemented a variety of strategies and increased sales by a combined 9,795,000 AFN (\$144,044). For information on management practices and technologies applied for livestock agribusinesses can be found in Annex 6.5.

Livestock Agribusiness New Management Practices, Technologies, and Sales					
	Agribusiness	Location	Business Growth Area	Applied New Management Practice or Technology	Increased Sales
1	Helmand Farm Service Center	Helmand	Marketing Skills	Attended BGC and improved marketing strategy for AgFairs and supported through radio commercial	69,000 AFN (\$1,015)
2	Afghan Women Agriculture Science Company		Financial Management and Marketing Skills	Attended BGC and improved budget forecasting and marketing strategy	10,000 AFN (\$147)
3	Helmand Isaq Poultry Company	Helmand	Business Growth Planning Skills	Attended BGC and not conducting promotional exhibitions with farmers	50,000 AFN (\$735)
4	Kandahar Cub Fish Company	Kandahar	Administration and Marketing Skills	Attended BGC and implemented improved recordkeeping	5,000,000 AFN (\$73,529)
5	Timor Shahi Hatchery Farm	Kandahar	Financial Management and Marketing Skills	Attended BGC and implemented improved recordkeeping system and marketing at AgFair	570,000 AFN (\$8,382)
6	Mostamand Etihad Limited	Kandahar	Financial Management and Marketing Skills	Attended BGC and AgFairs and applied new recordkeeping system and promotional strategy	36,000 AFN (\$529)
7	Mohammad Rasol Noorani Agri-poultry farm Company	Zabul	Promotions	RADP-S assisted in commercial radio advertisement	60,000 AFN (\$882)
8	Afghan Sadaqat Chicken Slaughterhouse	Kandahar	Marketing	Increased B2B linkages through marketing opportunities	4,000,000 AFN (\$58,823)
9	20 Veterinary Field Units	Kandahar, Helmand, Zabul, Uruzgan	Promotions	Increased Farmer Linkages through VFU-Demonstration Farm activities	116,000 AFN (\$1,706)
TOTAL SALES OF LIVESTOCK AGRIBUSINESSES					9,911,000 AFN (\$145,750)

During the reporting period, the Afghan Sadaqat Chicken Slaughterhouse Company and Timor Shahi Hatchery Farm had significant sales as a result of RADP-S promotional support through business-to-business linkages and cost-shared support to attend AgFairs. The Afghan Sadaqat Chicken Slaughterhouse Company attended Kandahar and Kabul AgFairs, connecting with new buyers of frozen chicken and chicken medicines which increased their sales by 4,000,000 AFN (\$58,823). The Timor Shahi Hatchery Farm has implemented improved marketing strategies as a result of RADP-S support and increased sales by 570,00 AFN (\$8,382) during the reporting period as a result of linkages with poultry farmers.

Lessons Learned During Implementation

Livestock Enterprise Considerations

In quarter three, VFU targets for new VFUs will fall short of expectations due to geographic limitations resulting from security issues. RADP-S will attempt to make up the difference by engaging a greater percentage of legacy VFUs than initially anticipated. As important enterprises in the livestock sector, more can and will be done to estimate revenue from veterinary field units in out periods.

While engagement at the enterprise level has clearly increased from quarter one, a holistic value-chain conception of enterprise level opportunities will be increasingly emphasized to better vet individual enterprise opportunities in the context of their role and capacity in the value chain, this may limit some enterprise activity as RADP-S focuses on increased engagement with major value chain actors.

Major Planned Activities for Next Quarter

- Continue small ruminant herd health package or 60 FEG members
- Advance Self-Help Groups through business and marketing trainings
- Roll out the Poultry Health Package, targeted specifically for the members of the Women's Self-Help Groups.
- Monitor the progress of paravets training at the Charikar Veterinary and Technical Support Center
- Link paravets with RADP-S trained farmer on demonstration farms
- Continue VFU Extension Groups to promote VFU-client relationship building
- Deepen relationships with commercial dairy and poultry operations as well as feed, vet-services, and grow-out services for poultry

2.2.4 Enabling Environment

Constraints Analysis

RADP-S continued to coordinate and collaborate across all RADP programs (RADP-N, RADP-W, and RADP-S) in developing agricultural Constraints Analysis (CA). CAs are built from information gathered across the geographic areas covered by the three RADP programs using various data gathering methods such as surveys, phone interviews, direct observation and program experience, focus group discussions, desk research and review of published literature. Using a standard form, the information collected are processed at the project level and consolidated by the Enabling Environment Unit of RADP-S. The CAs developed are current reflections of the conditions across the country and recommendations on how these obstacles may be mitigated or overcome examine forces that impact the analyzed sector.

As seen in the table below, RADP-S submitted five CAs to MAIL during the reporting period. The CAs include Extension, Irrigation, Seeds and Planting Material, Handling and Storage, and Fertilizer and Chemicals. When the CA is submitted to MAIL, after passing USAID review and approval to share with MAIL, the CA is considered to have completed the development cycle and is counted as an accomplishment.

For quarter two, RADP-S accomplished 30 percent of its target of CA submissions. However, as of the end of the quarter, one CA has already been reviewed by USAID and approved for sharing with MAIL, two have been completed and ready for submission to USAID, and two others have been initiated and final writing is being undertaken. In addition, four CAs (finance, public-private

partnership, access to value chain markets, and customs/border procedures) are being readied for processing and inputs from all RADPs will be consolidated in the next quarter.

RADP CAs are used by MAIL in several ways. In parts or in its entirety, CAs feed into the ministry's strategy development, policy formulation, development of strategic plans, references for high-level briefing materials, references for funding proposals and information sources for workshops.

The following table shows the stages of development of the CA as of the end of Quarter Two.

Status of Constraints Analyses as of Quarter Two				
Constraints Analyses	Initiated	Analysis/ Consolidation Completed	USAID review, approved for release to MAIL	Submitted to MAIL (completed)
001 Extension	Q1	Q2	Q2	Q2
002 Irrigation	Q1	Q2	Q2	Q2
003 Seeds and Planting Material	Q1	Q2	Q2	Q2
004 Handling and Storage	Q1	Q2	Q2	Q2
005 Fertilizer and Chemicals	Q1	Q2	Q2	Q2
006 Opportunities for Women	Q1	Q2	Q2	Q3
007 Associations and Cooperatives	Q2	Q2	Q3	Q3
008 Skills training for women	Q2	Q2	Q3	Q3
009 Farm mechanization	Q2	Q3	Q3	Q3
010 Range management	Q2	Q3	Q3	Q3

Policy Development

National Livestock Policy

RADP-S was a key partner in drafting the National Livestock Policy approved by the MAIL Animal Husbandry and Animal Health Directorates and the Deputy Minister for Technical. The draft Livestock Plan was forwarded to the MAIL Minister who recommended that the plan be substantiated and a five-year strategic plan be developed. As a result, a National Livestock Production and Kuchi Grazing Conference was conducted on February 14-16, with RADP-S partner DCA taking the lead in organizing the conference. The conference aimed to gather wider stakeholder inputs and was attended by livestock growers, livestock and related businesses, public sector organizations and other stakeholders. The participants identified growth barriers and presented solutions to minimize or overcome the barriers. The conference also addressed the livestock concerns of the nomadic Kuchi population with respect to their unique cultural heritage and managing sustainable grazing practices.

Further discussions were conducted in February and March to substantiate the 5-Year Strategic Livestock Plan, including the following:

- Discussions with DCA, Office of the Minister (OOM) Advisors and Directorates to gather inputs to the 5-Year Strategic Livestock Plan

- Coordination with USAID/Afghanistan Trade and Revenue (ATAR) regarding the Afghan Food Safety Law, capacity of MAIL Animal Health Directorate to conduct inspection and food safety responsibilities, Animal Health and Veterinary Public Law, The Veterinary Medicines and Biological Substances Law and the Veterinary Import and Export Regulation on Animal and Animal Products, as these relate to the Livestock Policy
- Discussions with newly appointed Director of Animal Husbandry regarding current directorate resources, staffing, management challenges and critical resource needs
- Presentation of the draft the 5-Year Strategic Livestock Plan and discussions with MAIL Deputy Minister for Technical, OOM Advisors, FAO representatives, DCA and General Directorate for Livestock (Animal Health and Animal Husbandry Directorates)

Plant Variety Protection Law

After clarifying the legalese of the Plant Variety Protection Law and successfully advocating with the MAIL Minister on the importance of this law, RADP-S facilitated the approval of the legislative language of the bill by MAIL. Passage of this law was one of the commitments made in the Afghanistan WTO Accession package. This legislation allows Afghanistan to protect rights and/or receive royalties for plant genetics unique to Afghanistan.

In March, USAID/ATAR Project, the primary actor in preparing the bill, arranged a meeting with the MAIL Deputy Minister, OOM Advisors and representatives from the Plant Directorate to agree on the legislative language. As a result, the MAIL Minister and Deputy Minister approved the bill and it has now passed to the Ministry of Justice for consideration. This legislation may pass Parliament in June, with implementing regulations and procedures to follow during the summer. RADP-S will continue to provide advisory services as the bill approval and implementing regulations move through the process.

Afghanistan Geographical Indications Law

On March 15, Afghanistan passed the Geographical Indications (GI) Law. This legislation, in essence, protects products that originate geographically from Afghanistan and which products have certain unique characteristics or enjoy a certain reputation. RADP-S guided the MAIL Private Sector Directorate in going through the process of convening a working group that will create an implementation plan, and provided relevant resource materials and expert advice to the Private Sector Directorate. Afghanistan was to participate in the FAO-organized GI conference in Thailand in April, but the conference was postponed.

National Irrigation Policy

At the request of the MAIL Policy Director, RADP-S reviewed the MAIL Irrigation Policy. Inputs to the Irrigation CA coming from the three RADP programs served as reference in the revision. Among others, amendments to the Irrigation Policy included undertaking a comprehensive social impact assessment before the government carries out the rehabilitation of existing or development of new irrigation structures to mitigate negative impacts; collecting fees from farmers based on land area and fees from local consortiums to financially support future rehabilitation works; and supporting a consortium of 10 or more irrigation associations that would be provided with excavators and other equipment for maintenance of irrigation structures and land development. The revised Irrigation Policy was forwarded to the Policy Directorate and currently serves as guidance on irrigation programs.

National Wheat Policy

The Wheat Policy objective of the President's Office, in addition to MAIL's policy, is wheat self-sufficiency by 2020 for Afghanistan. RADP-S prepared an advisory memo and recommendations to the MAIL Minister regarding policy implications, which includes increases in production by 25 percent and a parallel increase in functional milling capacity by 25 percent. Recommendations contained in several RADP-S constraint analyses were referenced in the advisory memo. In addition, RADP-S conferred with the Texas A&M University country assessment team conducting policy alternatives research regarding proposed Afghan wheat strategic reserves, and provided numerous resource documents regarding WTO-consistent alternatives, tariff strategies for wheat and flour, production and subsidies in Kazakhstan and Pakistan, trade flows and data comparisons.

National Dryland Farming Policy

RADP-S conducted advisory discussions with the MAIL Minister on courses of actions to meet wheat production and beef, sheep and goat production objectives. In February, RADP-S participated in the Dryland Farming Project signing between MAIL and AusAID, a technical conference that followed, and a later meeting with AusAID and Australian First Secretary regarding Dryland Farming Policy. At the request of MAIL, RADP-S provided input and recommendations to the MAIL policy implementation proposal for AusAID funding of Dryland Farming Policy and research center. Four of the five provinces in the proposed program are covered by RADP-N (Balkh, Baghlan, Jawzjan and Samangan), which is an opportunity for further coordination between two RADP projects.

Private Sector Policy and Capacity Building

RADP-S was engaged by the MAIL Private Sector Director to make further changes to the US \$1.25 million draft International Fund for Agricultural Development (IFAD) Support to National Priority Programme 2 (SNaPP2) proposal for funding of the Public-Private Partnership Policy. In addition, RADP-S conducted discussions of shared issues regarding horticultural value chain with USAID/CHAMP; private sector engagement with RADP-N; GulFood and Kabul AgFair participation with ATAR and CHAMP; and Geographic Indicators (GI) Law with Office of the MAIL Minister, PSD Director and ATAR in anticipation of a GI conference in Bangkok. RADP-S also continued to engage with MAIL Directorates, USAID implementing partners, development organizations on various matters relating to institutional capacity building and policy transparency.

Lessons Learned During Implementation

Gender Mainstreaming Constraints Analysis

Consistent with RADP-S program policy, gender agenda will be integrated into the development of the CAs moving forward. The three RADPs will realign the preparation for the CA, starting at the data gathering stage, so that stakeholder views on mainstreaming Gender in agriculture and agribusiness are reflected in the CA.

Constraint Analysis Approval

The environment of MAIL involves conflicting or uncertain interests among multiple directorates and is highly politicized. To date, no drafted policy has been approved and approval authority at MAIL for CA's are unclear. Going forward RADP-S will document utilization of CAs for input into policies, documents and proposals being developed by MAIL. For policy work, this method may also be advisable in conjunction with documented interactions with the relevant MAIL directorate.

On Demand Constraints Analysis and Related Reports

Over the course of the last quarter in discussions with USAID and our fellow implementing partners, RADP-S has concluded that the 30 planned constraints analysis to be conducted in FY16 should be revised in favor of 20 constraints analysis and 10 related report products available on demand to MAIL. Aside from the heft of the cumulative documents, RADP-S determined that stakeholders will benefit from a reduction in the total number of constraints analysis for two reasons. Reducing the number of constraints analyses frees up resources for other forms of analysis that may be more needed by MAIL, and a combination of constraints analysis with additional outreach activities may develop a deeper awareness and engagement in the content of each constraint analysis than if the documents are simply drafted and distributed at MAIL without any additional measures. RADP-S will engage USAID to discuss whether any of the documents developed during this quarter would qualify in this new category of on-demand report deliverables.

Capacity Building

Over the course of the last quarter as an extension of the advisory services being provided to Office of the Minister by request of USAID, ancillary capacity building activities have been conducted. RADP-S is designed to work principally in a technical capacity related to policy drafting and constraint analysis. While RADP-S is pleased to be of service where required, further discussion with USAID is requested to ensure that activities beyond the stated contractual aims of RADP-S are not being implemented.

Major Planned Activities for Next Quarter

- Conclusion of internal CA drafting and receipt of CAs from RADP-N and RADP-W
- Development of Constraint Analysis outreach and engagement plan for stakeholders
- Design of implementation plan template and creation of two implementation plans
- Continued on-demand policy work at MAIL
- Initial engagement with MCN
- Continued on-demand advisory services to the OOM at MAIL

2.3 Cross-cutting Themes

2.3.1 Gender

Quarterly Progress against Indicators

Seven of the 24 RADP-S performance indicators pertain to gender. The introduction this quarter of the Agribusiness Empowerment Program raised the accomplishment of Indicator 6 (Number of women directly benefitting from project interventions) far above the target. While this may imply an imbalance in target setting, this is consonant with the RADP-S strategy of conducting trainings for an optimal number of beneficiaries as early as possible in the program year. In quarters three and four, the number of new male beneficiaries to the program will decrease as the number of female beneficiaries will increase (with two new Agribusiness Empowerment Program cohorts and female trainings in improved wheat post-harvest management). This shift in the male and female programming will positively impact indicator 13, which measures the percentage of female participants in RADP-S programming in relation to male participant. In Quarter 2, a total of 1,377 women were trained on nutrition, vegetable production and basic business concepts; these three topic groups comprise the Agribusiness Empowerment Program. Trainings in poultry and livestock were likewise given to women beneficiaries inasmuch as women are traditionally tasked with the raising of household poultry and livestock. As discussed earlier in the Livestock section, the livestock health and poultry trainings were provided to women who are members of the Farmers Extension Groups.

Ind #	PERFORMANCE INDICATOR WORDING	Unit of Measurement	FY2016		FY2016 Q2 Target	FY2016 Q2 Results		Gender Disaggregation Q2			COMMENTS
			Target	Actual		Actual	% Achievement	M	F	Total	
6	Number of women directly benefitting from project interventions (Custom)	# of Women	4,900	1,823	300	1,377	459 %	N / A	1,377	1,377	The greater than 10% variance resulted because of the introduction of the Agribusiness Empowerment course.
9	Number of individuals who have received US-government supported short-term agricultural sector productivity or food security training (4.5.2-7)	# of trainees	46,150	35,854	10,000	26,301	263 %	24,924	1,377	26,301	The greater than 10% variance resulted from a male farmer outreach emphasis this quarter. These totals include the manual count of the VFU services – a farmer was only counted if VFU services had

Ind #	PERFORMANCE INDICATOR WORDING	Unit of Measurement	FY2016		FY2016 Q2 Target	FY2016 Q2 Results		Gender Disaggregation Q2			COMMENTS
			Target	Actual		Actual	% Achievement	M	F	Total	
10	Number of participants trained through project assisted training events	# of participants	-	87,290	-	55,498	-	42,534	12,964	55,498	been received more than once, Represents the participation of all RADP-S beneficiaries in all RADP-S training events in the reporting period. These totals include the manual count of the VFU services -- a farmer was only counted if VFU services had been received more than once.
11	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance (4.5.2-5)	# of farmers	41,535	-	9,000	2,102 (25,013 extrapolated)	283 %	25,013	-	25,013	Data from Q2 farmer-level survey.
13	Percentage of female participants in USG assisted programs designed to increase access to productive economic resources (assets, credit, income, or employment). (Gender-2)	% Expressed whole #	10	5 % (1,823E 37,402)	10 %	5 % (1,377E 26,301)	50 %	24,924	1,377	27,849 (1,823E 35,854)	Derived from Indicators 6 and 9. The greater than 10% variance resulted from a male farmer outreach emphasis this quarter.
14	Percentage of women who report increased self-efficacy at the conclusion of USG supported training/ programming (Gender-3)	% Expressed whole #	60 %	-	50 %	369 : 682 63 %	126 %	-	-	-	Result determined from the pre/post-test completed by the females that attended the 10-week Agribusiness Empowerment Course.
15	Number of target households engaged in nutrition sensitive agriculture activities (Custom)	# of HH	10,000	2,566 trained in nutrition	2,200	2,187 trained in nutrition	99 %	1,584	603	2,187	Results reported here are indicative and based on training session attendee numbers for (human) nutrition. Actual results will be determined from the AHHS, currently being implemented.

Agribusiness Empowerment Program

Following the successful implementation of the Agribusiness Empowerment Program (AEP) in the previous quarter, RADP-S conducted the second cohort of AEP at the start of Quarter 2. AEP is designed to spark the interest of women and girls in agricultural entrepreneurship and, tangentially, improve their self-efficacy. AEP teaches practical life skills which are not just useful for commercial endeavors but also useful in managing personal and household day-to-day activities.

The second cohort of AEP was comprised of 600 women and girls from Grades 10 to 12 from the central towns and nearby districts in Helmand, Kandahar, Uruzgan and Zabul. AEP focuses on three study areas: basic business concepts, agricultural lessons, and nutrition lessons. The women are first introduced to basic business concepts, business planning, marketing, finance,



Students learn about entrepreneurship during the Agribusiness Empowerment Program.

operations, and budgeting. The second lesson group focuses on vegetable production and good agricultural practices and the third learning module deals with nutrition, the importance of diversifying diets, and the nutritive value of grains, vegetables and fruits that are abundantly found in the geographic area.

Ten AEP trainings classes were conducted in the four provinces, with three classes each in Helmand and Kandahar and two classes each in Uruzgan and Zabul. All DOWA centers in the four provinces hosted one AEP class and the rest were conducted at girls' high schools. The

training programs were successfully concluded in March. In addition, RADP-S constructed 10 greenhouses at each AEP location for hands-on instructions in vegetable cultivation. As of the end of the quarter, all 10 greenhouse structures have been completed, except for Zabul, and RADP-S handled the preparation of greenhouse beds and drip irrigation system at all 10 locations. All gender engagements in the province has been suspended pending administrative investigation of the provincial DOWA. It is expected that by April or May, all greenhouses will be fully functional.

Kandahar DOWA Demonstration Farm Groundbreaking and Developments

At the beginning of Quarter 2, RADP-S started the construction of the Kandahar DOWA Demonstration Farm, which will serve as a learning center for Good Agricultural Practices (GAP)/ Good Handling Practices (GHP) and an incubation hub for agricultural microenterprises for individual women and women's cooperatives. A ground-breaking ceremony was held on January 28. The event was made more significant by the attendance of top GIRoA officials led by the MOWA Minister, a female Parliament Member from Kandahar, Deputy Provincial Governor of Kandahar, Kandahar DOWA Director and the Director of the Provincial Council. It was the first time in 14 years that an incumbent Minister of MoWA has visited Kandahar Province.

The DOWA demonstration farm is designed to provide women with skills that will enhance their capability to significantly contribute to mainstream economic activities along the agriculture value chains. Women will be trained in GAP and GHP and agriculture-based entrepreneurship. To actualize this objective, the Kandahar demonstration farm will set up a five-jerib pomegranate orchard, a five-jerib nursery for saplings, a small dairy farm, a greenhouse, and a packing house. Proceeds that will be generated the sale of farm products will be used for farm maintenance and training of staff.

At the close of Quarter Two, work on the installation of plantations, nurseries, greenhouses and construction of classroom units, sheds and utility structures was in full progress. The demonstration farm is expected to be completed during Quarter Three.

Kandahar Women's Business Growth Cooperative

In February, responding to the expressed intention of women beneficiaries to form a business-oriented group, RADP-S Gender and Value Chain units collaborated to mentor a group of women in developing a concept and formulating rules and regulations for a cooperative. The women named the group Kandahar Women's Business Cooperative (KWBC). To be a member, women must have a current active business, must buy at least one share of stock and must make monthly savings deposits. KWBC has three primary objectives: to act as a resource for women to learn and share knowledge on business development and management, achieve economies of scale in procurement of inputs, and enhance the bargaining position of members seeking to sell their products.

As of the end of the quarter, the cooperative had 70 subscribed members and generated AFN 35,000 (\$548) from paid shares. The members are involved in jam and pickle production, small dairy production, and baking. The cooperative aims to reach a membership of 200 before registering with MAIL, and the KWBC president expressed confidence that they will reach this number in the succeeding quarter. Providing further support to KWBC, RADP-S has connected the group with Afghan Sadaqat Chicken Slaughter House with whom KWBC is exploring collaboration in outgrower activities.

Helmand Women's Business Cooperative

Inspired by the initiative of Kandahar businesswomen, Helmand-based businesses who attended the Women Business Solutions Conference on March 10, requested RADP-S and KWBC to help them set up a similar group. On March 23-24, RADP-S staff and the president of KWBC travelled to Lashkargah and conducted an orientation conference and at the same time organize the Helmand Women's Business Cooperative. More than 60 women attended. The Helmand group is currently in the process of building its membership.

Women Business Solutions Conference

On March 10, 54 women from Kandahar, Helmand, Uruzgan and Zabul participated in the Women Business Solutions Conference at RADP-S Kandahar office in AMTEX. The purpose of the conference was to commemorate International Women's Day as well as discuss business opportunities and explore business solutions. Three recognized women business leaders shared their experiences and insights in implementing their businesses and answered the participants' questions during the lively, free-flowing discussions. The resource persons included Ms. Rangina